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REMOTE STORAGE



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NEW YORK, JULY 5, 1906.

THE CONDITION OF BUSINESS.

New York. Fireworks and vacations have dealt business in this market a serious blow during the present week. The wholesale and retail districts have been comparatively deserted since last Saturday, when the exodus to seashore, mountain and country really began. In the wholesale section the heads of several houses did not report for business either Monday or Tuesday, and more than one manufacturers' agency remained closed during the same two days. Their absence had no injurious effect upon sales, however, for if ever the commercial stream of New York was without ripple it has been this week A couple of buyers came in on Monday and Tuesday, but it is strongly suspected the attractions of the Fourth at the coast resorts was more responsible for their coming than an inclination to make purchases. The same oppressive dullness has been reported also from the retail thoroughfares uptown and across the bridge There was fair activity on Monday because of the usual sales, but after that the shoppers were conspicuous by their absence.

With the Fourth over, preparations for fall business have been renewed. The Southern buying element is, of course, the first looked for. It was usually the custom of the merchants from below the Mason & Dixon line to come here immediately after the nation's greatest holiday, but during the past three or four years many of them have deferred the time of their arrival. Some, in fact, have in recent years not reached here until August was well advanced. Great things are expected this year from the Southerners because of the splendid yield of crops and the generally fine state of things down there.

The Canadians are also early purchasers in the fall, as a rule. But they, too, have been more irregular in their visits of late years. In Canada also there is apparently nothing to affect prosperity. The New England section is free this year from the labor troubles that caused so much unrest a year ago, and the West is revelling in the profits accruing from fine crops. So that there seems to be no logical reason why a splendid fall trade should not be experienced.

So far as can be learned, the stocks in the hands of most of the retailers here and elsewhere are rather small. Shoppers purchased quite liberally during the spring, and the replenishment of stocks must necessarily be early and large.

The imports are now coming in. Orders for German goods were large, and those for French wares reached pretty good proportions. The English lines did not move nearly so briskly. On the whole, the import purchases were hardly as heavy as the fall prospects would warrant. Consequently, it looks as if there ought to be an unusually snappy demand for foreign wares from stock before the holidays.

Trenton.

Pottery manufacture hasn't been receiving any very great amount of attention here this week. The disposition to lengthen the recognition of the Fourth of July into a three or four days' celebration has interfered very largely with operations. But none of the plants, withal, shut down for more than a day. Many of the salesmen have been here during the past week to prepare samples for their fall trips, which begin in many cases next Monday. Fair sized stocks have been accumulated by the majority of the concerns, and they are consequently ready for a brisk re-opening of trade.

Pittsburgh and Vicinity

Business practically ceased at the glassware factories at the close of last week. This is an unusualiy quiet week, even for vacation. There seems to be literally nothing doing at the majority of the factories, the larger part of the present week being given over to the rest and recreation of the office forces The shipping departments are being kept open, however, to dispatch any miscellaneous demands requiring immediate attention. Few, if any, unfilled June orders remain over. A quiet time is expected during the next two weeks, beyond stock-taking and needed repairs. The majority of the factories closed with reasonably good stocks and dealers will be promptly cared for in any miscellaneous goods needed.

Prospects for the last half of the year in all seasonable goods are bright. Cut glass has had a good trade this year, and the best part of its season is yet to come. Its popularity for wedding gifts and all styles of presentation is constantly growing.

While the decorated lamp trade did not show the strong activity expected by many during June, it moved fairly well, and indications are favorable for an active business this month. Some of the factories report orders for the first half of the year fully equal to any preceding ones.

East Liverpool and Vicinity.

Preparations for fall trade now occupy the potteries. A larger number of orders are booked for July and August shipment than had been anticipated earlier in the season.

Occasional buyers continue to put in an appearance here. These are now placing orders for carloads, even from the smaller inland towns—indicating faith in an early, strong retail market. The present orders are also largely for staple dinner and toilet, though buyers are looking over carefully the new and attractive lines of specialties that are ready and giving assurances that they will require a liberal line of these latter.

Practically every Western pottery will be fully prepared to receive visitors next week, and all have expectations of seeing a liberal number of visiting buyers during the next sixty days.

$29,860 FOR ENGLISH PORCELAIN.

A SALE of old English porcelain at Christie's last week realized a total of £5,975. A pair of large Chelsea vases brought £294. Three early Bow vases sold for £315, a pair of old Worcester vases and covers, fifteen inches high, for £420, and two old Worcester tea services for £357 and £325 respectively.

ROOKWOOD BRANCHING OUT.

THE Rookwood Pottery Co., Cincinnati, O., has increased its capital stock from $120,000 to $180,000 President Taylor said the increase is to provide for the new departure the company has taken. This is exterior and interior mural decoration. The pottery did extensive decorating in the New York subway stations and has large contracts for other ornamental work.

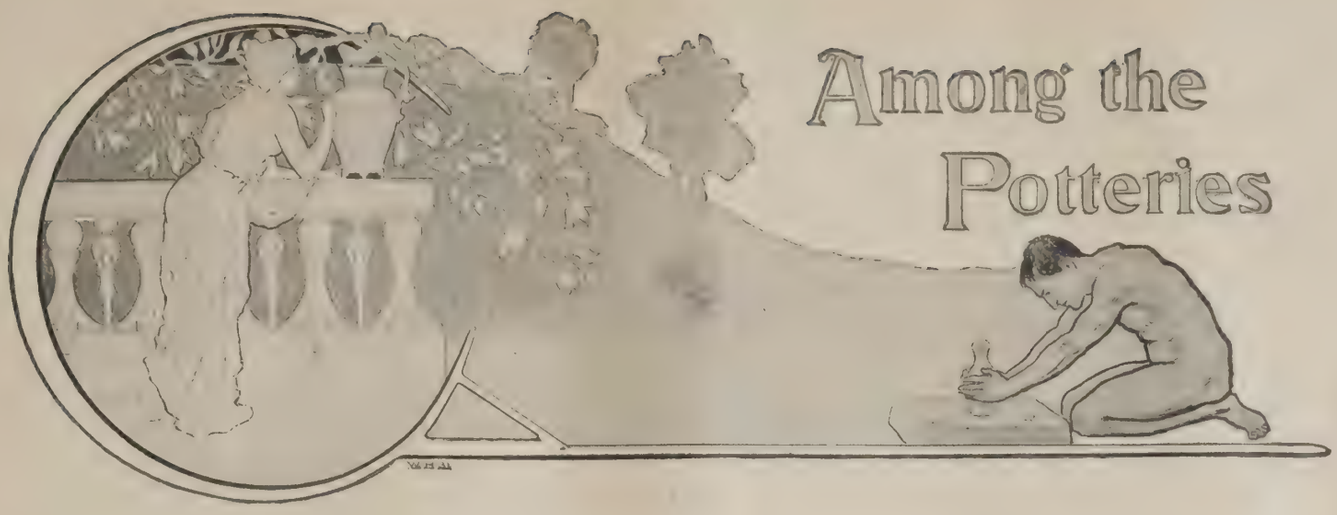
LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g June 16, '06	Corresponding period 1905	Exports Jan. 1 to June 16, '06	Corresponding period 1905
Boston	58	70	3360	3286
New York	212	95	2647	3129
Baltimore	259	218	6714	5867
Philadelphia	....	20	649	560
New Orleans	20	....	1620	1793
Newport News	188	6	670	486
San Francisco	322	....	794	299
Portland (Me.)	2	....	419	309
Galveston	12	....	380	268
Portland (Or.)	....		576	248
Inland Points	243	240	6059	8364
Total	1226	649	23788	24609

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g June 16, '06	Corresponding period 1905	Exports Jan. 1 to June 16 '06	Corresponding period 1905
New York	212	106	2769	3194
Boston	57	70	3394	3079
Philadelphia	....	30	609	532
Baltimore	259	218	6854	6157
San Francisco	322	....	764	299
New Orleans	20	....	1860	1726
Portland (Me.)	2	..	321	166
Galveston	12	....	361	254
Newport News	118	6	555	551
Portland (Or.)	....	....	627	248
Inland Points	244	254	6809	7845
Total	1246	684	24933	24051



East Liverpool and Vicinity.

With two or three exceptions, all the Western potteries are closed down this week. A few will remain closed next week also, but the majority will recommence work Monday, July 9, owing to their desire to have more complete assortments While some have large stocks, it is safe to say that the average pottery has no inconvenient surplus

* *

Active preparation is now going on at the Taylor, Smith & Taylor pottery for full operations at the earliest possible moment. Col. W. A. Rhodes has been made sales-manager and is now giving his whole attention to the arrangement of matters connected with the stock and sample rooms. They commenced in the slip department last week and are now working on clay. They expect to be in full operation about the middle of this month At a meeting of the stockholders recently W. L. Smith was elected president, C. A. Smith vice president and treasurer, C. G. Davidson secretary As already stated, W. H. Griggs will be the superintendent. D. T. McCarron has been secured as general bookkeeper and Walter Buxton for decorative manager. They have a nine-kiln pottery second to none in construction and equipment down to the smallest details. Everything is of the best, and all its arrangements are admirably adapted to the most efficient and economical production. They have secured so far a most able corps for the heads of the various departments, and propose to have the pottery manned throughout with the best possible workers. They will continue to make vitreous porcelain and white granite, and will have in addition to a large line of staple dinner and toilet, a very large assortment of up-to date specialties.

* *

The National China Co., C. C. Thompson Pottery Co., and the Dresden Works continued operations till the last minute—shutting down on Tuesday night.

* *

Many potters will find it difficult to secure a full quota of operatives next week. Some have gone camping and will not return under two weeks. Many have gone to the National Brotherbood's annual meeting at Akron, and will hardly conclude their business and recreation festivities in time to commence work then. Probably barely half, if that many, will be able to do full work before the 16 th.

* *

There are a few Western potteries that have done a larger volume of business the past six months than during any other period in their history. Some have equaled any previous six months; but the majority, though having had a trade surpassing that of the first six months of 1905, have hardly reached the average of their best years.

* *

Prices, upon the whole, have been on a better plane than during 1905, but have not maintained an average sufficient to give a desirable compensation for investment and labor. In fact, while a few of the most enterprising and favorably situated for economical and efficient working have made some money this year, the majority have made little—with an occasional one hardly breaking even.

* *

Fall prospects seem very bright, and the offerings are the best in the history of the American potteries With due enterprise in placing their goods before the whole trade of the country and a continuance of a high grade of manufacture on both the side of art and durability, there seems no reason why all well-managed potteries should not close 1906 with reasonable prosperity.

* *

Oliver C. Vodrey and Miss Bowman, teacher of language and mathematics in the High School, were married at the residence of Mrs Elizabeth Vodrey on Wednesday of last week Mr. and Mrs. Vodrey will reside here on East Fourth street.

* *

Miss Clara Cope, formerly connected with Cartwright Bros. Co.'s office force, is to become Mrs. Roy E Singleton on July 18. The latter is a stone contractor.

* *

An interesting little booklet has been brought out by the National China Co. for the purpose of illustrating some of the numerous specialties produced by the

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concern. The publication abounds with illustrations of fancy pieces and sets that are notable for their modeling and decorative merit as well as their variety.

* *

A. E. Standen, a well-known pottery salesman traveling for a number of years out of this city, was here several days ago. He is now located in Chicago and is the patentee of the Standen system of measuring ribbons, laces and embroideries.

* *

E. J. Hoag, Ann Arbor, Mich., visited East Liverpool the past week and is reported to have left demands for two cars for shipment during the next thirty days.

Buffalo, N. Y. Manufacture has been maintained every day this year at the Buffalo Pottery. It has been necessary, in fact, to operate the plant overtime on numerous occasions. The line of quaint old jugs is selling finely, and the dinner and toilet sets are also doing well. This pottery is producing only underglaze goods, and some genuine surprises are promised for next year.

Trenton. A. M. Maddock and Chas. Howell Cook, assisted by Rev. A. W. Wishart, have been named as a committee to plan for the establishment of a trade museum in connection with the Trenton School of Industrial Art. The idea of the committee is to have on exhibition in the school building samples of pottery, tile, rubber, wire, and every other class of goods manufactured in this city. Every manufacturer in Trenton will be requested to contribute a sample of his factory's product. These samples are to be arranged in cases in the school building and so catalogued that a Trenton visitor may obtain a comprehensive idea of the city's industries in an hour's visit to the museum. The committee plans also to have the collection contain samples of Trenton pottery that is no longer manufactured. Such specimens are in the homes of many Trentonians, who will be urged to either give or loan them to the school.

* *

Local delegates to the Young Women's Christian Association conference in Silver Bay, N. Y, now in progress, participated in a parade there a few days ago. They attracted more than ordinary attention because of the costumes they wore, which typified the pottery industry of this city.

* *

Prof. Frank Forrest Frederick has been appointed by the board of directors of the Trenton School of Industrial Arts as director of the institution, to succeed Prof. Henry McBride, recently resigned. Prof. Frederick was formerly instructor of art and design at the University of Illinois.

* *

A. C. Coates and F. A. Peters have begun the manufacture of gas and electric fixtures here. Heretofore the firm has directed its attention only to polishing and plating.

* *

W. F. Ellisson heads for the West next Monday with the Cook Pottery Co.'s new fall line.

* *

M. Callear, of the Maddock Pottery Co., is in the Adirondacks recuperating from the effects of his recent attack of typhoid fever. It is not likely that he will be strong enough to resume his business duties for several weeks.

Poughkeepsie, N. Y. It is announced that work will soon be resumed on the Beck property by the German Potteries Co, and the project which has been held in abeyance for several months will now be pushed to completion. Mr. Marsh, manager of the company, has been ill for some time and the work had been allowed to lag. This led to various rumors, one of which was that the property was to be sold and the project abandoned. This is now characterized as without foundation. It is the desire of the company to get the plant in operation at the earliest possible date, as they have a good and growing business for which it is at present necessary to import goods from Germany.

Wheeling. The Wheeling Potteries Co. have had a banner year so far. They have not lost a day in manufacturing, and will only shut down the 4th and 5th—and for the 4th only in their decorating department. Manager Franzheim says they have never paid, in any previous six months, so much in wages, made so much ware, or shipped so many decorated goods as during the past six months. Their present order files are large, and it is absolutely necessary that they operate their plants to fullest capacity during this whole month to meet the demands. Prices during the year have been materially advanecd over those of last, and the increase in trade has been largely in high grade dinner and toilet, though their extensive and varied lines of specialties have shared in the increase.

* *

President Carr and family set out for the East for a fortnight's vacation June 23. The regular manufacturing department of the Warwick China Co. had closed for a two weeks' vacation, including the last week in June and the Fourth of-July week, although active shipping was continued during the first week The business of the Warwick this year has been very active, and has fully met expectations of the manager. They have operated full during the year, and orders have consumed production. Their line of specialties has been unusually active for the first half of the year, while the the demands for their staple dinner ware have shown a healthy increase The situation as they start out on the fall trade is very bright.

NICE TRIBUTE TO A. W. WHEELOCK.

AMONG the "Rockford Men Who Do Things," recently cartooned and eulogized by the *Daily Republic*, of Rockford, Ill., is Arthur W. Wheelock. The cartoon of Mr. Wheelock portrayed him in an automobile constructed of the articles of merchandise with which he is so closely related. For example, dishpans formed the wheels, a cut glass punch bowl represented the hood, decorated glass lamps occupied positions on either side of the mimic tonneau, and the body of the car was formed out of a wash-tub. The steering wheel took the form of a plate. It was was an exceedingly clever and appropriate cartoon, below which appeared the following:

"Shortly after A. W. Wheelock came to Rockford his store was visited by one of the older merchants of the town. A young man came forward to wait on him.

"'I want to see Mr. Wheelock,' the old-timer said.

"'That's me,' responded the young man.

"'Well, I guess it's your father that I want to see—the proprietor of the store.'

"Again the answer was 'That's me'

"The youthful appearance of the crockery dealer has made the things that he has done appear all the bigger. Still, he isn't youthful—its only the result of the exercise that he takes every morning just as regular as he takes his breakfast.

"Mr. Wheelock gave to Rockford the first big crockery and glass store. Subsequently he established stores in Des Moines and Milwaukee, and when he was shown samples of the Norse pottery that was being made in a small way by the discoverer of the process he tied to the potter, established a plant in Rockford, and is now sending this ware to the four corners of the Union.

"A. W. Wheelock is allied with the big wholesale house of C. E. Wheelock & Co. at Peoria, and G. N. Wheelock & Co. at South Bend, Ind."

SOUTH AFRICA AS A GLASSWARE MARKET.

THE growing white population of South Africa, the increasing demand on the part of the natives for European accessories, and the erection of immense caravanseries in all the large towns, etc, are the three principal causes of the rapid expansion of the market for glassware afforded by the country south of the Zambesi. The extent of that expansion may be judged from the fact that during the five years preceding the war the average annual value of the imports of glassware into South Africa was less than $750,000, while in the three years subsequent to the era of hostilities the amount was $1,375,000 per annum. Great Britain sent $287,000 worth of tableware into that country last year. Belgium was the next largest contributor, with Germany third and the United States fourth. The latter's exportations attained a value of $24,570.

BUSINESS BRIEFS.

The Julius Levy Co., New York City, has been incorporated to manufacture crockery, glassware, etc. Capital, $73,000.

It is quite certain that the Enterprise Cut Glass Co., recently removed from Honesdale, Pa, will take possession of its newly-constructed factory in Elmira Heights, N. Y., the latter part of July.

J. N. Cudd purchased the china, glassware and housefurnishing stock of E. O. Frierson & Co, Spartanburg, S. C., which was sold recently at auction. The price paid represented 32½ cents on the dollar.

The R. A. McWhirr Co., of Fall River, Mass., will erect this summer a four-story addition to its present quarters. In its thirteen years of existence the company has grown from an obscure position to that of one of the largest department stores south of Boston.

Owners of the H. Batterman store in Brooklyn have acquired property directly in the rear of the present building upon whichthey will erect an addition which will give them a combined floor space of 400,000 square feet, or a building double the size of the present store.

"Scruggs, Vandervoort & Barney Co" is the style under which the new five-million dollar concern in St. Louis will do business. The retail business of the Simmons Hardware Co. and the Georgia-Stimson furniture interests are merged in the new department store.

The large department stores in Chicago, Ill., have been given fifteen days in which to make the alterations ordered by the Building Department last February. Building Commissioner Bartzen threatens to take "stringent action" to enforce the building laws, and notices have been served on Siegel, Cooper & Co. and The Fair that their buildings must be put in a thoroughly safe condition within that time.

Work has begun on the construction of what is to be the largest retail enterprise in the Bronx. It will be a department store, covering a plot 75 x 100 feet at the northwest corner of 163d street and Third avenue. The building, which is to be erected on property owned by Dr. Henry Ruhl, will be of brick and stone construction, five stories in height. "I am pledged not to disclose at present the name of the lessee of the building," said Dr. Ruhl. "It will contain, however, the finest store in the Bronx, and will be managed by a man who is now conducting a successful business of the same kind in Manhattan."

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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NEW YORK, JULY 5, 1906.

VIOLATION OF A PLEDGE.

THAT certain operative potters in this country are inclined to regard a pledge with an indifference amounting almost to disdain has been exemplified in a rather convincing way of late. First, the saggermakers of Trenton deserted their posts of duty without permitting the manufacturers to have the question of a demand for increased wages determined by an arbitration committee, as provided for by the Philadelphia agreement. Almost before the conciliatory attitude of the manufacturers had averted the possibility of a general strike in that pottery center the handlers in the same city kicked over the traces. In their case, too, the agreement between the manufacturers and the National Brotherhood of Operative Potters was repudiated by the disgruntled workmen.

Concerning the justification of the operatives' complaint in either instance, it is not our purpose to criticise. But what we do object to most vigorously is the unwarranted and unprincipled manner in which the workmen disregarded the promise that they, through their official mouthpiece, the Brotherhood, had made to the manufacturers. The deportment of President Duffy and Vice President Hutchins has been highly commendable in both cases. They have exerted every possible effort to settle the disputes in conformity with the provisions of the Philadelphia agreement; but their charges seem to have quite as little respect for the importunities of these gentlemen as for the principle which they have so grossly violated.

Newspapers that nowadays indulge themselves liberally in sentimental vaporings over the condition of the laboring element ought to find material for more serious editorial discussion in this matter. The workmen are undoubtedly entitled to the most generous treatment at the hands of their employers that it is possible to obtain. But they can never hope to better their cause or cultivate the more friendly interest of their industrial superiors if they continue to exhibit such a woeful disregard of their honor. The Philadelphia agreement in question was framed only after the Brotherhood's representatives had felt that the welfare of their members was being properly conserved. The vital points had been really voted upon by the individuals associated with the organization; and yet, because of a slight grievance, they impudently renounce their own promises and seriously embarass their officers by violating the agreement's most important clause.

The circumstance only serves to illustrate the natural dissatisfaction and unrest that exist among many of the operative potters. They were never more liberally paid than to-day, while, on the other hand, the manufacturers have never received lower prices for their wares. These facts, however, seem to be absolutely lost sight of by the men in their desire to stir up trouble. It seems to be their preference to antagonize rather than solicit the friendship and good will of the men who employ them. Some day the latter will very justly rebel at this wanton disregard of promises by the operatives, and a general strike will ensue. Then the operatives, less able in a financial way to carry on a prolonged battle, will have an opportunity to reflect.

PERSONAL.

WORD comes from Syracuse, N. Y., that "Uncle Daniel" Lathrop is in a serious way as a result of kidney trouble. His condition has been quite critical for a couple of weeks, and the attending physicians believe his prospects of recovery are rather slim. The legion of friends which "Uncle Daniel" won during his connection for many years with the store of S. P. Pierce & Sons, of Syracuse, will regret to learn of this fact. Since retiring from the china business Mr. Lathrop has been holding down a city government berth in Syracuse.

⚜

Lew H. Bown, general manager of the Buffalo Pottery, opens a week's engagement at the Bingham House, Philadelphia, on July 16. The following week he is to make a few New England towns, and is to be in Boston the week of the 30th inst.

⚜

W. S Creveling, with the McKee-Jeannette Glass Works, is in New York after a particularly

successful road campaign that extended over a period of three months Next week he visits the factory in Jeannette, Pa , and then prepares for another tour.

"Jack" Carling, the Middle Western order-booker for the Geo. H. Bowman Co , is spending several days in this city. He is making his headquarters at the firm's Murray street showrooms

D C. Cahalane, the Boston representative of the Cambridge Glass Co., was in town early this week.

Wm. E. Doctor will be absent from his Park Place sample-room all next week. He has arranged to devote that period to a cruise along the Long Island coast aboard a yacht A party of friends will accompany him.

Ed. W Bryan has been added to the road staff of the Buffalo Pottery and leaves next Sunday for his initial invasion of the West He is to touch Cleveland, Toledo, Detroit, Grand Rapids, Chicago, and then the Northwest, returning to Buffalo by way of Louisville, Cincinnati and Pittsburgh. This will mark Mr. Bryan's debut as a salesman, but he has been connected with the pottery industry since his employment as an office-boy by the International Pottery Co , seventeen years ago. Later he became a decorator in the Crescent Pottery, and left Trenton a couple of years ago to accept a position as gilder in the Buffalo plant.

A. H. Demorest, of Demorest & Co., has returned to this country after a foreign tour that occupied several months He landed at Quebec, Can., and on his trip down the State stopped at Rochester, where he is visiting his mother. Mr. Demorest was accompanied on his travels by his wife.

E. A. Gillinder, vice-president of Gillinder & Sons, was a recent New York caller.

W. D. Finke, with the Krantz-Smith Cut Glass Co., is safely removed from the heat of New York City this week. He is recreating up in Monroe, Orange county, N. Y.

Richard C. Heather, popularly known as "Dick," is circuiting Pennsylvania with samples of gas and electric fixtures from the Dale Co.

Harry G. Blaesser has been engaged to assist L. D. Hatton, manager of Gill & Co.'s New York sample-room.

C Nick Muessig's personality has been observed during the past few days in the vicinity of B. F. Drakenfeld & Co.'s local headquarters. Nick came on from East Liverpool, O., where he looks after the Drakenfeld concern's Western business, to make his annual two weeks' stay in the East. Mrs. Muessig and their youngest daughter are with him.

Col Will A. Rhodes has been placed in charge of the sales department of the newly-organized Taylor, Smith & Taylor Co., of East Liverpool, O. As a sort of opening ode the Colonel has issued a circular letter from the factory describing the plans and possibilities of the concern. There is a characteristic Rhodes swing to the letter that is calculated to interest even the most cynical of merchants.

D O. Welty, manager of Gillinder & Sons' Chicago office, recently visited the District. He was accompanied by Edwin B. Gillinder, secretary of the concern.

Edward S. Fowler will take office as appraiser of merchandise at the Port of New York on July 9. Mr. Whitehead had hoped to be able to relinquish his office at once, but he was prevailed upon by Mr. Fowler to hold over until the latter could put his private business affairs in order.

After an unusually lengthy tour of the South and West, Walter R. Wearne, with the Riverside Glass Co., arrived in New York several days ago. He plans to remain here a couple of weeks

On July 20 Henry Cronemeyer opens his fall tour with Bawo & Dotter's samples in Denver, Col. After a two weeks' stay there he pushes farther west in this manner: Butte, August 4-17; Spokane, August 18-22; Seattle, August 24 to Sept. 6; Portland, Sept 8-15; Los Angeles, Sept. 18-25; San Francisco and Oakland, Oct 1-15; Salt Lake City, Oct. 17-20; Denver, Oct 21 to Nov. 1.

Paul Fueslein is to acquaint the Chicago trade with Bawo & Dotter's fall and holiday goods from August 1 to December 1. Rooms 640 to 648 in the Palmer House have been engaged for the purpose.

Arthur J Bennett, general manager of the Cambridge Glass Co , was registered at the Hotel Astor a few days ago.

David Evans, who formerly traveled through New York State for the Phoenix Glass Co., has engaged in the manufacture of cement blocks. The plant is located on Long Island.

Ernest H. Wade reached New York early this week to make some special selections for the Wm. Barr Dry Goods Co.'s department, St. Louis Others

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St. Louis Crystal Glass Co	29
Tarentum Glass Co	6
United States Glass Co., Pittsburgh	9
Williamsburgh Flint Glass Co	29

Miscellaneous

Abels & Co., New York	
Jones Bros	29
Robt. Rawsthorne Engraving Co., Pittsburgh	29
"Special" Advertisements	24
Timberlake, J. B., & Sons, Jackson, Mich	2
Thompson House, East Liverpool	29

who came in before the Fourth were W. J. Long, buyer of crockery for the Cash Buyers' Union, Chicago, and D G. Braham, purchaser of toys for the Stix, Baer & Fuller Dry Goods Co , St. Louis.

E. L. Bates, who recently surrendered his position as assistant buyer at the Fourteenth Street Store, has closed arrangements with Theo. Frankel, whom he will hereafter represent in a selling capacity Mr. Frankel is the local agent for the Ohio Flint Glass Co., Riverside Glass Co. and other domestic glassware factories.

F. W. Primrose has reappeared in the District after a six weeks' Southern expedition with samples from L. D. Bloch & Co.

Philadelphia friends are entertaining Jas. McCarty for a couple of weeks. Mr. McCarty assists Chas. L. Kerr in the management of Gillinder & Sons' New York office.

ADAMS AND O'NEILL TO MERGE.

OFFICIAL announcement is expected in a few days of the consolidation of the Adams Dry Goods Co. and H. O'Neill & Co. under one head. Details have not been made public yet, but it is understood upon good authority that the negotiations have been completed. It is said that the stores are to be connected by an underground passage under Twenty-second street and that important changes will be made after the consolidation has been effected.

STRIKE OFF, PENDING ARBITRATION.

BY the return to work last Saturday morning of the three handlers employed by the Mercer Pottery Co. the threatened general strike in Trenton has been temporarily averted. The apprentice question, which prompted the dissatisfaction of the Mercer's handlers, is to be referred for settlement to a conference committee composed of representatives of the manufacturers and the National Brotherhood of Operative Potters.

Had the disgruntled handlers not returned for duty on Saturday it is certain that a general strike would have been ordered by the manufacturers. The latter discussed the matter at a meeting on Friday night and decided to close down their plants on Saturday night for an indefinite period had the men not resumed work pending a determination of the matter.

The question which occasioned the trouble concerns the employment of apprentices. As stated in our last issue, the Mercer Pottery Co. was in need of additional handlers. There being a scarcity of these in the city, John M. Pope, general manager of the Mercer, requested Frank Hutchins, vice president of the Brotherhood, to allow him the privilege to temporarily employ one more apprentice than he was entitled to. This aroused the displeasure of the three handlers connected with the plant, and they appealed to their local union, which ordered them to strike. Vice-president Hutchins of the Brotherhood objected most vigorously to this step, and it was largely as a result of his persuasion that the strikers, at the further request of their union, returned to work.

EBEN SWASEY IS DEAD.

EBEN SWASEY, senior member of the firm of E. Swasey & Co., Portland Me., crockery dealers, died last Saturday, aged 63. He was born in Exeter, N. H , and went to Portland 35 years ago. He leaves a widow, a daughter and two sons.

GLASSWORKERS HAVE AN OUTING.

EMPLOYEES of the Williamsburg Flint Glass Co. enjoyed their annual outing on Tuesday. The steamer "Commodore" conveyed the party from the foot of South Fifth street, Brooklyn, at 10 a m. The landing was made at Witzel's Point View Island, College Point, where a particularly fine time was experienced.

EASTERN COMPANY GETS WESTERN POTTERY.

AN important deal, in which the Cook Pottery Co., of Trenton, and the Colonial Trust Co., of Pittsburgh, are concerned, has just been closed. By its provisions the plant of the Pennsylvania China Co., in Kittanning, Pa., enters under the control of the Cook Pottery Co. The explanation advanced for this move by the Trenton concern is a determination to get in closer communication with its growing Western patronage. It is expected that the resumption of manufacture at the Kittanning factory under its new ownership will take place next Monday, the 9th.

With the acquisition of this plant the Cook Pottery Co. will possess a capacity of twenty-seven kilns, including three plants in Trenton. F. G. Mellor, vice-president of the company, who has been in control of the practical end of Mr. Cook's business since the formation of the Cook Pottery Co. in 1892, has gone to take personal charge of the Kittanning pottery, and has taken along with him Andrew Mulheron, son of the secretary of the company who is to look after the mold-making department. The ac-

quired plant will employ about four hundred operatives.

This action by Mr. Cook was not entirely unexpected. It has been known for some time that he was dissatisfied with the existing facilities for delivery to his Western trade, which has been growing with marked rapidity during the past five years. Just what class of pottery he proposes to produce at Kittanning has not been announced. His output at present embraces a comprehensive line of general and art wares.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending July 3, 1906.

BREMEN

20 packages glassware.....L Straus & Sons
2 " " .....Samstag & Hilder Bros
118 " " .....Miscellaneous Orders
14 " chinaware.....C E Wheelock & Co
89 " earthenware.....Geo Borgfeldt & Co
47 " " .....Knauth, Nachod & Kuhne
4 " " .....N Wapler
34 " " .....Karl Hutter
37 " " .....Miscellaneous Orders
21 " toys.....Geo Borgfeldt & Co
11 " " .....Hamburger & Co
3 " " .....Knauth, Nachod & Kuhne
12 " " .....L H Mace & Co
1 " " .....G W Travers
110 " .....Miscellaneous Orders

TRIESTE

101 packages glassware.....Endemann & Churchill

LIVERPOOL

11 packages chinaware.....Bawo & Dotter
33 " " .....Endemann & Churchill
44 " " .....Chas Ahrenfeldt & Son
20 " " .....L D Bloch & Co
9 " " .....Ceramic Importing Co
5 " " .....C E Wheelock & Co
141 " " .....Miscellaneous Orders
14 " earthenware.....The Rowland & Marsellus Co
26 " " .....Bawo & Dotter
19 " " .....Geo Borgfeldt & Co
13 " " .....Meakin & Ridgway
10 " " .....R Slimmon & Co
25 " " .....E Boote
12 " " .....Ed Butler jr
8 " " .....J Davison
16 " " .....Maddock & Miller
2 " " .....L Straus & Sons
5 " " .....Miscellaneous Orders
1 " glassware.....J Davison
11 " " .....Meakin & Ridgway

HAVRE

2 packages chinaware.....Bawo & Dotter
14 " .....Miscellaneous Orders
16 " glassware.....E Utard

ANTWERP

1 package chinaware.....C E Wheelock Co

SOUTHAMPTON

20 packages chinaware.....C Streiff
4 " " .....C L Dwenger
29 " " .....Paroutaud & Watson
14 " " .....J H Venon
12 " " .....Vogt & Dose
4 " " .....Miscellaneous Orders

ROTTERDAM

44 packages chinaware.....C E Wheelock & Co

HAMBURG

51 packages glassware.....L Straus & Sons
9 " " .....Bawo & Dotter
131 " " .....F Euler & Co
49 " " .....Fensterer & Ruhe
14 " " .....W R Noe
24 " " .....J Palme
8 " " .....N Wapler
11 " " .....C Ahrenfeldt & Son
1 " " .....L D Bloch & Co
13 " " .....G F Bassett & Co
116 " .....Eimer & Amend
1 " " .....Hamburger & Co
5 " " .....Koscherak Bros
5 " " .....A Steinhardt & Co
5 " " .....Zeh & Co
179 " " .....Miscellaneous Orders
49 " chinaware.....C E Wheelock & Co
47 " earthenware.....Bawo & Dotter
62 " " .....Geo Borgfeldt & Co
9 " " .....L D Bloch & Co
52 " " .....L Straus & Sons
7 " " .....E R Thieler
24 " " .....Eimer & Amend
9 " " .....Chas Ahrenfeldt & Son
8 " " .....F Bing & Co
1 " " .....G F Bassett & Co
111 " " .....Fensterer & Ruhe
3 " " .....Hamburger & Co
1 " " .....Koscherak Bros
5 " " .....Julius Palme
2 " .....N Wapler
143 " " .....Miscellaneous Orders
142 " toys.....B Illfelder
10 " " .....Bawo & Dotter
62 " " .....Geo Borgfeldt & Co
42 " " .....L H Mace & Co
11 " " .....C B Rouss
7 " " .....Samstag & Hilder Bros
35 " " .....F W Woolworth
309 " " .....Miscellaneous Orders

LONDON

2 packages glassware.....Fensterer & Ruhe

KOBE

721 packages chinaware.....Winter & Smillie
112 " " .....Miscellaneous Orders

LIMOGES

154 packages chinaware.....W L Briggs

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

14 packages earthenware.....Jones, McDuffee & Stratton Co
2 " " .....Thomas Smith & Co
4 " " .....Brown, Shipley & Co

GENOA

8 packages earthenware.....Jordan Marsh Co
5 " " .....Miscellaneous Orders

HAMBURG

15 packages chinaware.....C E Wheelock & Co

ANTWERP

5 packages earthenware.....American Express Co
33 " " .....Stone & Downer
10 " " .....J B Moors & Co
30 " " .....Kidder, Peabody & Co
8 " " .....R F Downing & Co
138 " " .....Geo Borgfeldt & Co
8 " " .....Miscellaneous Orders

NO business can stand still if good advertising is employed to force it ahead.



A HOLIDAY atmosphere has pervaded the District all week. Not only has there been a scarcity of buyers in town, but the heads and attaches of various houses in the District have also taken advantage of the quietness to steal away for a few days' recreation and rest. So far as appearances go, the week has been almost entirely devoid of results in a business way.

A jug modeled like an apple is included in the Bawo & Dotter collection. The shape, besides being graceful and novel, is decidedly sensible It is easily cleanable and pours well There are three sizes in the line, which is really worth seeing.

The crystal patina vases from the Clifton Art Pottery Co. have just come forth in a partially new color raiment. Instead of the almost solid ivory tones that formerly distinguished the ware, it now also possesses a striped effect in somewhat darker shades that is very effective. The stripes begin at the neck and trickle down the sides of the vases in a manner that vastly increases the artistic nature of the coloring.

Demorest & Co , 48 Murray street, have been selected as the New York representatives of the American China Co. Samples from that factory placed on view include dinnerware and art lines. The latter embrace jugs and vases clothed in the various decorative dresses created by the firm. Some exceptionally tasteful decalcomanie patterns, which also possess the added virtue of originality, feature the line.

There are round, square and oval shapes among the English nickel-plated trays which Fondeville & Von Iderstine sell on import. They are obtainable with handles or with handles and feet, and range in size from eight to twenty-four inches. These trays are excellently made and finished. Import orders for them are filled in about six weeks.

W. D. Finke's cut glass exhibit at 36 Murray street is being removed from the rear of the main floor to the balcony directly overhead. The section heretofore occupied by Mr. Finke is to contain a white china display by the Geo H. Bowman Co , which is in possession of the remainder of the floor space.

Since the debut here a few weeks ago of Gillinder & Sons' new and exquisitely proportioned dome, the trade has favored it with approbation and orders. It is a positive relief, in view of the abundance of domes in the market, to find in this specimen outlines that are absolutely original. But the virtue of novelty doesn't end there. It is quite as conspicuous in the decorations which have been imparted to the dome. The hand painted studies especially exploit new ideas in the treatment of flowers and fruits as well as conventional and oriental conceits.

There reached us a few days ago from the Hocking Glass Co., Lancaster, O , a sample of that concern's new combination match-holder and receptacle for ashes and burnt matches. It is made in opal, with a heavily embossed reproduction of a cigar, naturally colored and encircled by the customary label, on the bottom.

Four new vases, colored in the widely popular Kenneth design, have lately augmented the Ohio Flint Glass Co.'s assortment at 25 West Broadway. The shapes differ from the average vase in many important particulars. The Kenneth pattern also appears in connection with new violet-holders, sweet pea vases, fruit bowls and orange bowls that have only recently reached here Stand, hand and sewing lamps, with clinched-on collars, likewise deserve observation. This section of the exhibit contains a particularly large and shapely crystal parlor lamp, with which may also be secured a plain or etched crystal globe. A new patent crushed fruit bowl, which possesses, because of its novel construction,

cleanly virtues not found in most bowls, is experiencing excellent success.

Negotiations were closed a few days ago between John H. Ling and J B. Owens whereby the former is to take possession of the J. B. Owens Pottery Co 's salesroom at 70 West Broadway. Mr Ling, who was formerly the manager of the Siegel-Cooper Co 's crockery department on Sixth avenue, is to represent the selling interests in this market of various domestic potteries aad glass factories. Among the lines he plans to carry will be an assortment of vases made under the personal direction of Mr. Owens.

IN THE HOUSEFURNISHING WORLD.

The J. Brest Co., household supplies, Brockton, Mass , has been incorporated. Capital, $25,000.

* *

Articles of incorporation have been filed by the Mohawk Brush Co., Cohoes, N. Y. Capital $25,000.

* *

T. L. Evans & Co., department store, Biddeford, Me., has been incorporated with a capital of $30,000.

* *

The recently-incorporated Mohawk Brush Co. has taken over the business of Wm. Morrison in Cohoes, N. Y.

* *

A sale of the Charleston, Ill., Broom Co.'s plant was made recently to North Dakota parties, who take possession September 1.

* *

George Fries' Sons, Asbury Park, N J., has been incorporated to deal in tinware and general merchandise. Capital, $250,000.

* *

Normand F. Allen, of Sage, Allen & Co , Hartford, has purchased the Howe & Stetson department store business at New Haven, Conn., for $151,000.

* *

The department store of McLain & Siler, Ord, Neb., recently dissolved partnership, the business being assumed by Miss Mamie Siler, the junior member of the firm.

WHAT MAKES FOR SUCCESS?

A MULTITUDE of things make for success, and many of them are mere trifles. Someone has said: "Perfection is made up of trifles," though perfection is no trifle.

Again, it is said that "goods well bought are half sold;" but the half-way house is a long way from the winning post.

Right goods well bought, properly priced, and well displayed, make a good beginning; but let no man who has made merely a good beginning flatter himself that he is on the road to success with a straightaway course before him and plenty of gasoline behind his sparker.

These beginnings are absolutely essential in every store in any locality. Then begins the intangible other half of selling that requires more thought, patience and study than the first half a dozen times over. The last half is where the real fight comes in

The final trick that transforms a stock of well-bought merchandise into a profitable business transaction is the one that transforms buying and selling from a merely mechanical process—a machine-made and machine done thing—into an artistic, scientific operation.

These fine points vary to an indefinite extent. They are what individualize a store, and make stores like individuals—no two alike. What one attempts and does successfully would spell failure for another.

Given a good, common-sense, businesslike start, however, then there are two broad methods which must be followed Have a definite, well-planned end in view, then work it out your own way.

The man who has no method has no real faith in his venture. He is like the wind and the sea, perpetually changing, never stable Success is not born of instability No man can successfully work along another man's lines. His thoughts must go with his actions. Unless they agree, only confusion will result. —*Dry Goods Economist.*



La Porcelaine Flambeau

WE call the attention of the trade to our line of French Dinnerware and request the inspection of same.

L. D. BLOCH & CO.,



42 & 44 West Broadway,

New York City.





Pittsburgh and Vicinity.

The past week closed satisfactorily at the majority of the factories. A good many miscellaneous small orders were dispatched, keeping the packing and shipping departments busy. Some work on stock-taking will be done the latter part of this week, but in the main little of this kind of labor will be vigorously entered upon till next week.

Active operations in all branches of the glass industry for the season of 1905 06 practically closed on Saturday. Embracing the whole industry, the production was one of the largest in the history of glass-making The bottle production was big, and the chimney and fruit jar factories have made full runs. The tableware, tumbler and bar goods plants have had, upon the whole, regular normal outputs.

The peremptory vacations this summer range from two weeks up to two months in the various branches in all the union factories. The bottle shutdown will continue to September the chimney branch has decided on a four weeks' vacation, while the tableware factories are compelled to take only a two weeks' stop. This will probably be extended over the greater part of the present month by the majority.

The annual conventions of the unions will be held this month; also the joint conferences between manufacturers and workers on wage scales in the different branches for the coming fire. Preliminary conferences on the wage scales and conditions, outlining what would be demanded, were had last month, but no definite agreements were made. The probabilities seem favorable for an amicable adjustment of all matters, and it is generally expected that the next fire will open without any unsettled differences between the manufacturers and workers.

Active work will continue in the lamp factories during the summer in all departments except that of glass making. This department comes under the flint glass regulations, and the same vacation that is imposed on the tableware plants covers glass making in lamp factories. Generally the factories have large lines of lamps undecorated in stock, and will continue full their decorating and finishing departments. Of course, their most popular patterns may become short, snd dealers be compelled to take what they can get if they fail to order sufficiently early.

Fruit jars are showing great activity, with strong prospects for a consumptive demand that will leave no unused stock. Prices are firmer.

The new foundry of H. L. Dixon Co. has just been completed, and the first castings were made last week. They will now be able to provide all their own iron work ready to be put together whenever demanded. They have an experimental department also where inventions can be tested and their value ascertained The new Crosby machine for manufacturing insulators is creating a good deal of interest. It is now capable of averaging an insulator in less than five seconds, or 760 an hour. It is automatic, except in gathering, and a mechanical gathering device is now in course of perfection that is expected to add greatly to its capacity.

Evansville, Ind.

It is now announced that the American Lamp and Glass Co , of Evansville, will continue the operation of the Matthews Chimney Co.'s plant through Maurice Schwartz the next fire.

Wheeling, W. Va.

Manufacture at the Haskin glass factory, formerly the West Virginia plant, is expected to begin in a few days. The work of repairing has been about completed. The steam-engine, boilers and gas engine were installed last week

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All the glassware plants in this section are shut

down this week. Two or three announce that they will start the new fire on the 16th, but the majority will take from three to four weeks' vacation.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words) PAYABLE IN ADVANCE

Dissolution of Partnership.

THE firm of L Heuman & Sons, composed of the undersigned, and heretofore conducting business as importers and jobbers of china and glassware at Nos 404-406 East 77th Street, Borough of Manhattan, City of New York, has this day been terminated and dissolved by mutual consent.

Mr Harry Heuman will continue the business at the same place. He has acquired all of the assets and has assumed all of the liabilities of the firm.

HARRY HEUMAN.
NEW YORK CITY, June 25th, 1906. MOSES HEUMAN.

HELP WANTED.

WANTED—By an old, well-established pottery making white granite, semi-porcelain, hotel and art lines, salesman to cover West and Middle West Must be well acquainted with the trade and be able to furnish first-class references. Address Box 400, this office.

MAKERS of fine table glassware require a traveling salesman to cover Wisconsin. Address Box 401, this office.

WANTED—Experienced salesman for established line of cut glass in New England and Middle West. Address Box 774, Corning, N. Y.

SITUATIONS WANTED.

WANTED—A position by a married man with seventeen years' experience in the china, crockery and glassware business Inside position preferred. Highest references as to qualifications can be furnished. Address A. B. C., this office.

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equaled by any other. Superiority of **Fry Glass** makes it sell. We do not depend upon the trade-mark to sell our glass, but put the name "Fry" on every piece as a guarantee that it is **Fry Cut Glass.** Ask your dealer to compare it with any other and be convinced

H. C. Fry Glass Co.,

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS,)
25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values :

BLUE CLAREMONT China,	Mintons.
G 9816 White and Gold Encrusted China	"
China, White and Gold, Rich BALMORAL, Encrusted	"
China, White and Gold, GRANADA	"
No. 2027 Design China,	"
I-9608 Cobalt and Gold China,	W. T. Copeland & Sons.
BLUE SPODE'S TOWER,	" "
MONTEREY	Ridgways
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The BOLINGBROKE,	"
The NAPLES WREATH	"
Blue COMO	"
The BRIDAL WREATH Hotel	"
The DUNDEE, Flown Blue and Gold,	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT. Enamel ed,	" "
The BORDEAUX ROSE,	" "
Flow Blue DANUBE,	" "
The BERGEN ROSE,	" "
The MIKADO, Green and Gold,	" "
The WHITE HOUSE, White and Gold	" "
The VALENCIA LACE HOTEL	" "
The ELPHINSTONE, Dove and Gilt,	Alfred Meakin, Ltd
MILANESE, Russet Brown	"
The SAXONIA,	"
The HOLLAND,	"
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The DENMARK,	"
The ROMAN,	Furnivals
Brown, also Blue, TOURNAY,	T. & R. Boote, Waterloo Potteries.
The TUSCULANA,	" "
FLEMISH GARLAND,	" "
The BRISTOL, Hotel Border,	" "
The KRONSTADT (Holland green),	" "
ASHBURTON, Flow Blue,	W. H. Grindley & Co.
The ATHENS, Cobalt and Gold	" "
KING'S BORDER,	Upper Hanley Pottery Co.
The DEVONSHIRE,	Samuel For & Co.
Old BLUE CANTON China Hong Kong.	
Old BLUE FITZHUGH China, "	
Green and Gold MEDALLION Canton China, Hong Kong	
LACE BORDER and ROSETTE,	Royal Worcester Po celain Co.
The MALVERN, MULBERRY and DOVE,	" "
The ST. LAZARE SPRAY,	Haviland Co. China.
The CHARONNE,	" "
The NORMA	" "
The PRINCESS,	" "
MADELEINE,	" "
The AMSTEL	" "
The ORIENT, White and Gold,	" "
The ELDORADO, White and Gold,	" "
The COUNTESS,	" "
The MIRAMAR,	" "
EMPIRE WREATH,	Gerard, Dufraisseix & Abbo China.
The MALABOR,	" " "
The TROCADERO,	" " "
The BALUSTERE,	" " "
Maroon and Gold IVY, (Also Green),	" " "
FONTAINBLEAU,	" " "
BLEU DE FOUR, Encrusted Gold	J. Pouyat
White and Gold Encrusted,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The BOLSENA, Austrian China.	
Grecian Gold Border,	Cauldon China, Brown-Westhead, Moore & Co.
Cauldon China K 3616	" " "
The ROCHAMBEAU,	Theodore Haviland & Co
The CZARINA,	"
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.

Royal Dresden BLUE ONION Porcelain, Crossed Swords brand
MEISSEN CHINA (Dresden) Blue Onion
and others which for lack of space cann ot be enumerated here.

Also T. & R. Boote's and Johnson's White Semi-Porcelain; Alfred Meakin's W. G. and S. P., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Onondaga China, Knowles, Taylor & Knowles and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns, we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of **7,579** BINS occupied in our ten lofts.

☞ **"Stock Patterns" which cannot be readily matched cause more annoyance than profit.**

JONES. McDUFFEE & STRATTON CO., BOSTON

Endemann & Churchill,

COMMISSION MERCHANTS AND IMPORTERS

50 Murray St., P. O. Box 3000 New York.

Sole Agents for

L. BERNARDAUD & CO.,
Successors to R. DELINIERES & CIE.,
Limoges, France,
Manufacturers and Decorators of French China.

S. REICH & CO.,
Vienna and Berlin,
Royal and Imperial Austrian Glass Manufacturers.

DUMLER & BREIDEN,
Hohr a | Rh., Germany.

White and Decorated

FRENCH CHINA

FROM

Wm. Guerin & Co.

LIMOGES.

33 Park Place,

NEW YORK.

OUR NEW SAMPLE LINE WILL BE READY SEPT. 1.

CHAS. STREIFF,
SOLE AGENT.

OUR fall line is now ready for the trade's observation. It includes some genuine innovations in Jardinieres, Umbrella Stands, Jugs, Cuspadores, Nappies, Bowls, and "Jars and Peds." The new line of Ruko Vases is also calculated to excite favorable comment.

A. Radford Pottery Co.,

Clarksburg, W. Va.

New York Showroom:
W. H. DUNN & CO., 54 Murray St.

Salo Art Metal Co.

NEW YORK OFFICE:

No. 25 West Broadway.

J. H. von Wiederhold.

Gas and Electric Portables.

Fancy Metal Lamps.

Opalescent Shades.

Etched Metal Novelties

In Clock Dials, Ash Receivers, Signs and Name Plates.

Milwaukee Office:
Ernest Bersback,
250 West Water St.

Los Angeles Office:
Brown-Winstanley Co.,
340 N. Main St.

PORCELAINES G. D. A.

LIMOGES—NEW YORK.

1797

ON WHITE WARE GDA FRANCE

Factory, founded over a century ago, has been within five years entirely rebuilt, enlarged and modernized.

SPECIAL ATTENTION

IS CALLED TO OUR UNDERGLAZE HOTEL GOODS. "COLORS THAT WON'T WASH OFF." ALSO TO OUR VASES AND ANIMAL PIECES IN L'ART MODERNE UNDERGLAZE, IMPORTANT TO DEALERS IN ART WARES

The G. D. A. Porcelaines, best in quality, represent most careful selections from newest and most attractive designs.

ON DECORATED GDA LIMOGES

DIRECTORS:
EMILE GERARD, LIMOGES.
FRANK P. ABBOT, NEW YORK.

FACTORY and MAIN OFFICE:
Faubourg des Casseaux, 27,
Limoges, France.

SAMPLE ROOMS IN:
Berlin, Paris, London,
Moscow, New York.

NEW YORK OFFICE, 29 BARCLAY ST.

GILLINDER GLASSWARE



1781 DOME—ETCHED

PHILADELPHIA

MR. ANTIQUE.

DEAR SIR—Yes, we are aware that you handle German Vases only. So did your ancestors and your predecessor. But you will soon have a successor, and he will succeed in closing out the old-timers, by auction, and have success in our up-to-date shapes and decorations.

WARWICK CHINA CO.,
Wheeling, W. Va.

New York Salesroom,
66 West Broadway.

The Duncan & Miller Glass Co.

Manufacturers of

FINE
TABLE
GLASSWARE

Washington, Penna., U. S. A.

BRANCH OFFICES

New York, Paul Joseph, 55 Park Place.
Philadelphia, H. B. Foster, 1022 Arch St.
Baltimore, Md., Green & Thomas, 33-35 S. Charles St.
Boston, Charles W. Coburn, 157 Federal St.
San Francisco, Marsh & Kidd Co., 522 Market St.



Illustration shows the 5-oz Saucer Champagne of one of our latest productions in Lead Blown Stemware—No. 13634 Pattern, made from Rich Lead Glass, with the SILVERY RINGING TONE—THE KIND WE MAKE.
This design contains 14 different articles, and is also made with Needle Point Etching No 266.

United States Glass Co.,

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

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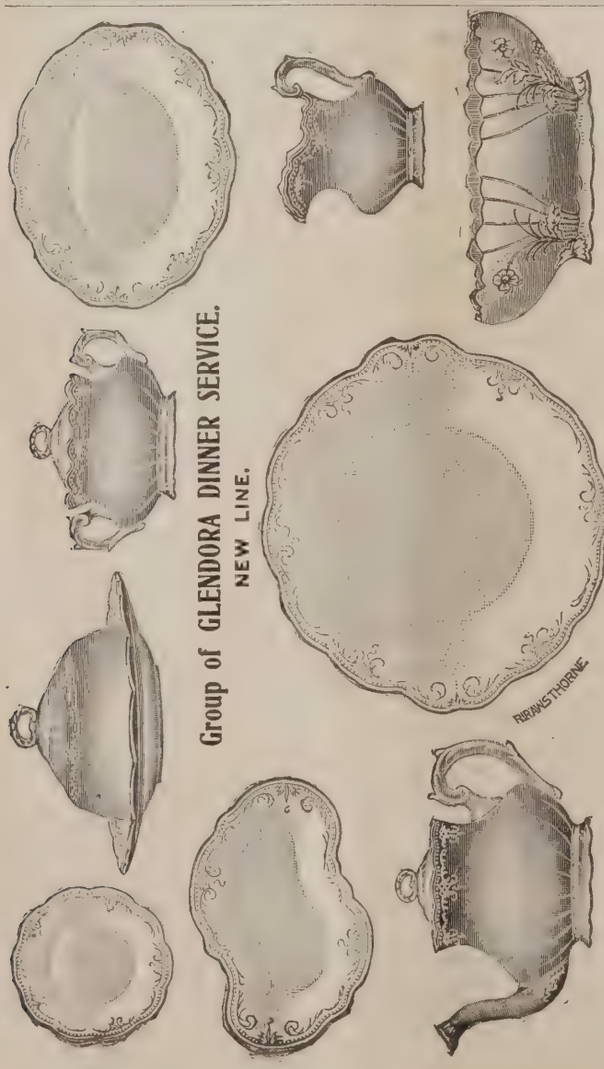
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CROCKERY AND GLASS JOURNAL

NEW YORK, JULY 12, 1906.

THE CONDITION OF BUSINESS.

New York. Although there has been a slight revival in business since the Fourth, the change is not very pronounced. Trade seems to be more active than it really is, because of the change from the impressive quiet existing prior to and during the holiday week. The usual early buying arrivals from the South have not yet begun to reach here in any large number. It was from the Southern merchants that New York houses in past years experienced their early July patronage, but the delayed visits of the representatives of that market means that it will be late this month before the purchases become spirited. The deferring of the time of arrival in New York applies also to the Canadian buyers, who were likewise accustomed heretofore to come here about this time every year.

It is believed that the housefurnishing exposition in Madison Square Garden next month is having an effect upon the late visits of many buyers this year. This is notably true of merchants from distant points. Most of them are interested, at least in a casual way, in the prospective exhibit, and they scarcely feel disposed to make two visits here this fall Hence the alteration in their customary schedules.

Local buyers of lamps, portables and other accessories for interior lighting have been ordering with fair spirit during the past week. One salesman, in fact, declares that he is enjoying the best trade at this time that he has ever had during many years' experience. It is noteworthy, too, that decorated lamps have been netting a very satisfactory proportion of these demands. The commercial life of lamps of this character doesn't seem to have expired, by any means, even though manufacturers are directing so much effort to the production of gas and electric specimens.

Salesmen for many domestic potteries are already on the road, but it is still too early to obtain a very intelligent idea of their success. Reports from some of those already out indicate a shortage of stock in their particular line, and they invariably anticipate a brisk trade. This spirit of optimism is evidently shared by the manufacturers, for they allowed but short-lived vacations during the week of the Fourth. Most of the plants are represented as having accumulated large reserve stocks.

The buyers that have been coming to New York in recent weeks were and are here largely for the purpose of selecting domestic toys and housefurnishings. In both lines the demand has been pretty good, but hardly up to expectations. An improvement is confidently looked for about the first week in August.

Trenton. While attention is at present being directed principally to the accumulation of stock for the fall trade, many of the potteries are already in receipt of numerous orders,

The season has opened much earlier than it did a year ago, which would seem to bear out our recent utterances regarding depleted stocks. Requests for "immediate shipment" are numerous, and the factories, fortunately, are so positioned that they are enabled to gratify the demands in most cases.

A number of the road salesmen have reported at the potteries since the Fourth with the idea of acquainting themselves with the new lines and to prepare for departures on their fall tours. Most of the salesmen will have gone forth in quest of business by the 16th.

Cut glass has been moving with rare spirit from this section during June and July. Decorated lamps, too, have also begun to experience the beginning of an active season.

Pittsburgh and Vicinity.

While the past week was essentially a holiday one, routine work incidental to the vacation period was commenced the latter part. Many of the glassware factories did not get their whole office forces fully at work till the present week The remainder of this month will be a busy period for the majority of the office employees. A number of the traveling salesmen who have come up through the office to their present positions are being pressed into service on invoicing, looking after current orders that are coming along, etc.

Demands continue to come in encouragingly for the season, and manufacturers have strong confidence in an unusually good trade in all seasonable glassware for the last half of the year. The demand for jellies is very strong, and nearly all the factories are short on them. Some of the big independent factories are operating their jelly plants without any vacation. One plant only shut down the Fourth, and another only for last week. The shortage on common tumblers and jellies continues rather severe.

East Liverpool and Vicinity.

One of the quietest weeks in the history of this pottery centre was experienced the past week. Little or no pottery was moving in the streets, especially after Tuesday, and no regular work was done. While two or three of the plants did not shut down till Tuesday evening, all the others closed on Saturday. No visiting buyers were registered during the week, and few travelers were seen about the hotels.

This week, however, the scene changes, and bustle and business activity is noted everywhere. The majority of the plants in East Liverpool started up again Monday and a number of traveling salesmen are preparing to set out about the middle of the week on regular routes. Confidence in an early and vigorous fall trade pervades both managers and salesmen. Preparations are now completed at all the sample rooms for visiting buyers, and a goodly number are expected this summer. The situation is encouraging, and expectations for one of the best fall trades in pottery ever experienced are now held practically by all. The Western potteries quite generally are unusually well prepared to meet it with superior offerings in quality, variety and volume.

Wheeling and Vicinity

Little activity last week was noted in this glassware and pottery district beyond the operation of one pottery which only closed its clay department Wednesday and Thursday. Strong confidence pervades the whole section in a successful trade for the last half of 1906.

GLASS MANUFACTURERS' ANNUAL MEETING.

NOTIFICATION of the next annual meeting of the American Association of Flint and Lime Glass Manufacturers has just been sent out by H. D. Murray, actuary. The date is Friday, July 20, at 2:30 p. m. The sun parlor on Heinz's Pier, Atlantic City, has been reserved for the purpose.

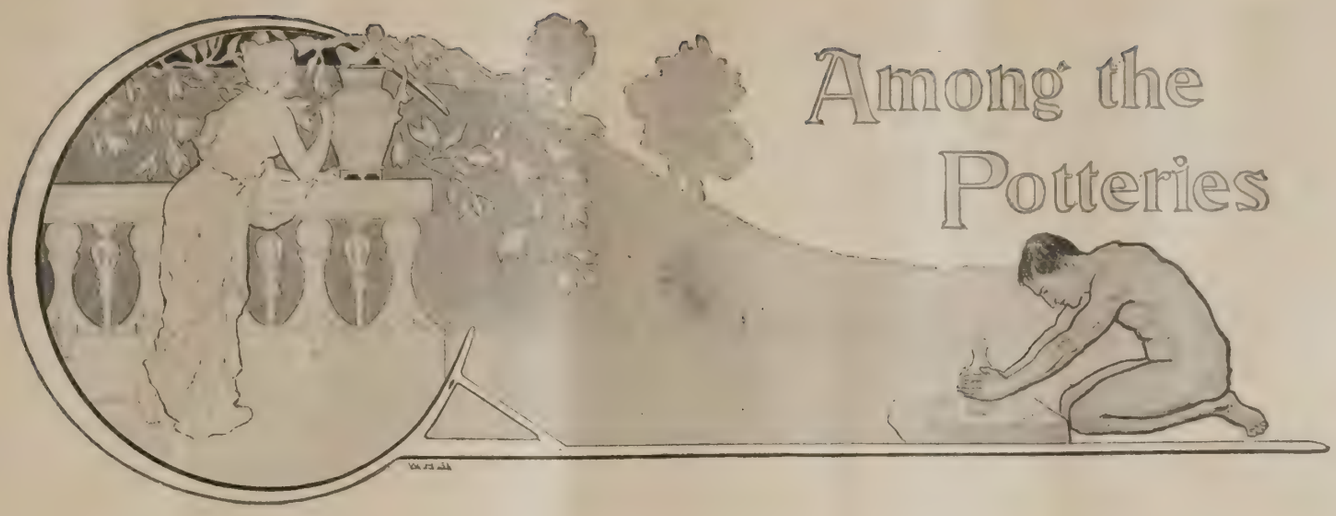
LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g June 23, '06	Corresponding period 1905	Exports Jan. 1 to June 23, '06	Corresponding period 1905
Boston	218	73	3590	3359
New York	109	96	2747	3225
Baltimore	304	....	7018	5867
Philadelphia	20	3	669	563
New Orleans	....	251	1620	2044
Newport News	....	17	670	503
San Francisco	10	21	804	320
Portland (Me.)	....	9	419	318
Galveston	138	16	5.8	284
Portland (Or.)	42	26	618	274
Inland Points	164	82	6 23	8446
Total	1006	594	24794	25203

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g June 23, '06	Corresponding period 1905	Exports Jan. 1 to June 23, '06	Corresponding period 1905
New York	100	80	2869	3274
Boston	238	68	3632	3147
Philadelphia	20	3	669	535
Baltimore	304	....	7018	6157
San Francisco	...	21	764	320
New Orleans	....	251	1860	1977
Portland (Me.)	....	9	321	175
Galveston	138	16	499	270
Newport News	....	21	555	572
Portland (Or.)	42	26	669	274
Inland Points	163	134	6942	7979
Total	1005	629	25938	24680



East Liverpool and Vicinity.

A larger number of the East Liverpool potteries started again this week than had been anticipated. The majority of the Western potteries have only taken one week's vacation this summer. The Knowles, Taylor & Knowles Co., D. E. McNicol Pottery Co., The Dresden Works, The Standard Pottery Co, C. C. Thompson Pottery Co., National China Co., the East Liverpool Potteries Co., Laughlin China Co., Taylor, Smith & Toylor Co., Edwin M. Knowles China Co., Vodrey Pottery Co. and Hall China Co commenced regular operations this week. The remainder here are announced to resume manufacturing on the 16th.

* *

The Sevres China Co. have a good many repairs to make at their two plants (here and at Derry, Pa.) and will hardly get into full operation till the 20th or 25th Fred Kline, however, returned Monday and set out on his regular route Tuesday of the present week.

* *

General Manager H. P. Knoblock, of the Colonial Co., accompanied by his wife, will leave on the 15th for a two months' tour of Europe—his first trip across the ocean.

* *

The D. E. McNicol Pottery resumed regular operations Monday, and Mr. Deens sets out next week on his first visit to their patrons for fall business. D. E. McNicol spent the Fourth of July week in the country on the Deens brothers' large, fine farm in West Virginia, on the Ohio, a short distance below Beaver.

* *

The Thompson Pottery started up Monday after a vacation of four days. Their order files are still large and they report the largest six months' business this year in their history.

* *

Knowles, Taylor & Knowles started again Monday after a week's vacation—though they hardly shut down beyond their clay department. They have been compelled to do more or less shipping, and report direct current orders of considerable amounts during the past week. They were never busier in early July than at present. Their four salesmen have not set out yet, as owing to the death of Mr. Smith and some changes, they are rearranging routes somewhat Cecil Taylor and Mr. Wilgus are now expected to cover the East, and H. Nevin and Mr. Morris the West and Central West, while a new man, Mr. Gilliland, will probably represent them in the South.

* *

Cartwright Bros. are making a number of repairs and will not resume till next Monday. They will also hold an election of officers next week—a matter of necessity since the death of the two elder Cartwrights.

* *

The Dresden Works are in full operation this week after a four days' close. Mr. Buxton leaves with his new line of samples for Pennsylvania and New York Wednesday; Mr. Davis also sets out on his route in Iowa at the same time. T. A. McNicol is taking a survey of the trade at Chicago, Minneapolis and Omaha this week and next. President H. A. McNicol with his family spent several days the past week at Crooksville with Thos. McNicol.

* *

The National China Co. took four days' vacation the past week and are fully busy in all departments again this week.

* *

The purchase of the old Wick China Co (renamed this year the Pennsylvania China Co.) at Kittanning, Pa., by the Cook Pottery Co, Trenton, was a surprise to the East Liverpool and Western potters, and a leading topic for conversation. It is a seven-kiln brick plant of good construction and was built about a dozen years ago. Kittanning is on the Allegheny river, forty-four miles north of Pittsburgh. Ford City, where the big Ford China plant—seventeen kilns—is located, is only four miles south of Kittanning and connected with it by electric street cars. It was reported to be the intention of the managers of the Ford China, when they bought the Kittanning pottery at bankrupt sale last summer, to operate both plants under one management. This could be effi-

ciently done. The query now among the potters here is whether or not the Cook Pottery Co. will secure the Ford China also, and operate a big twenty four kiln pottery in the West with its own natural gas wells. The Ford is mixed up in serious litigation now, and was shut down indefinitely short time ago. This would be an excellent opening for a good practical potter with sufficient capital behind him.

Trenton. Committees representing the manufacturers and Brotherhood conferred several days ago with the idea of arbitrating the difficulty at the Mercer Pottery Co., and the matter was adjusted after a comparatively brief discussion. It was decided that no concern has a right to employ more than one apprentice to every three journeymen handlers, unless there is more work than the regular force is able to handle This decision, therefore, sustains the position of the Mercer plant in the recent difficulty. Being unable to engage a sufficient number of journeymen, the privilege of employing an additional apprentice was asked of Vice president Hutchins, of the Brotherhood. He gave his consent, but the handlers later refused to support him in the matter.

* *

Geo. E. Tams, of the Greenwood Pottery Co., figured in a runaway accident several days ago at Belmar, N. J. Mrs. Tams was in the carriage with him, but neither was seriously hurt because of Mr. Tams' judgment in driving the maddened animal into a sand-heap. The day following the accident the horse was stolen, but it was recovered a couple of days later in Red Bank, where the thief had endeavored to make a sale.

* *

Taking advantage of the vacation period enjoyed by their cutters, the General Mfg. and Supply Co. are now reducing the stock of cut glass on hand at prices that are bound to be interesting. Among the specimens offered are pieces clothed in the copyrighted Idlewild design. This is easily one of the most original and beautiful cuttings ever presented. It consists of a rosette center and border between which are hand-beveled panels F. M. McCoy, general manager of the plant, characterizes business on this line as "phenomenal," and the air of activity about the factory would seem to substantiate the assertion

Crooksville, O. Work on the new Globe pottery here is progressing rapidly and it is hoped to have the plant ready for operation by the first of September. The new plant is on the site of the old and is of the same size, but is more substantially built, being nearly all of brick.

Wheeling. The Wheeling Potteries Co. practically did not suspend operations the past week. The decorating department maintained its patriotism by discontinuing work Wednesday, while the clay department took the succeeding day also to bring its patriotic fervor down to working conditions. Manufacturing is moving along successfully at the Wheeling, and the demands are reported to be crowding output at present, with every indication of the same condition continuing during the remainder of the year.

* *

Manufacturing was resumed at the Warwick Monday, and business activity in all departments is fully maintained, with order files sufficient, with current demands, to keep up the gratifying movement that has been experienced the first half of the year.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

D C Roberts, with F M Kirby & Co, hf, Wilkes-Barre, Pa. Imperial.
A S Heller, with A Lisner, t, Washington. Normandie.
W T Mitchell, with Adam, Meldrum & Anderson Co, c, Buffalo. Imperial.
E H Wolff, with Wm Donaldson & Co, t, Minneapolis. Navarre.
E C Pooge, with Geo W McAlpin Co, hf, Cincinnati.
Mr Ludwig, with Smith & Murray, c, Springfield, Mass.
G Louis, with Woodward & Lothrop, t, Washington. Broztell.
G A Reidpath, with R H White Co, c, Boston. Imperial.
K C Morris, with Dey Bros & Co, c, Syracuse, N Y Herald Square.
W P Briggs, with Sibley, Lindsay & Curr Co, c, l, Rochester, N Y. Ereslin
F J Weckesser, with F M Kirby & Co, g, Wilkes-Barre, Pa. Imperial.
Frank Bicknell, with Tilden, Thurber Co, c, Providence, R I.
O H Brown, c, Spring Lake, N J.
J E Hogan, with Denholm & McKay Co, t, Worcester. Mass.
H Goodman, with Lit Bros, hf, Philadelphia. Cadillac.
B L Sloan, with Joseph Phillipson, t, Chicago. Belvedere.
Mr Ladd, with Smith & Murray, s, Springfield, Mass.
S Allen, l, Haverstraw, N Y.
O W Sloat, l, Patterson, N Y.
Ross Drugbo, l, Ridgway, Pa.
Wm T McDougall, l, Hamilton, Ont.
R A Cavanaugh, with A Lisner, c, Washington.
N A Ferrie, with A T Lewis Dry Goods Co, c, Denver. Grand.
E M Clarke, of Clarke Bros, c, Scranton, Pa. Marie Antoinette.
F L Sturtevant, with Forbes & Wallace, c, Springfield, Mass. Herald Sqr.
E G Miller, with G M McKelvey Co, c, Youngstown, O. Grand.
F A Montei, with G Fox & Co, c, Hartford, Conn. Grand.
A C Putts, of J W Putts Co, c, Baltimore. Albert.
A M Nordland, with Wm Donaldson & Co, hf, Minneapolis, Minn.

DRAKENFELD'S ENJOYABLE OUTING.

THIRTY employees of B. F. Drakenfeld & Co. attended the fifth annual outing of that concern on Tuesday, the 3d, at Semler's Midland Park, Grant City, S. I. The weather conditions were rather unpleasant, due to frequent showers, but did not interfere very seriously with the day's pleasure. The party reached the park early in the afternoon and started off in a businesslike style by sampling the luncheon that awaited them. This very important duty discharged, the employees and their guests turned their attention to the bowling alley, where a prize tournament was held. According to the conditions governing the tourney, each bowler was allowed to roll four balls. The highest possible score, therefore, was forty. Appended are the results:

Kohlmann, 32; Brey, 29; J Hoffmann, 28; W Hoffmann, 27; Abell, 27; Dyer, 27; Heckscher, 26; Whritner, 23; Burns, 23; Moritz, 22; Courtney, 21; Symonds, 21; Zeiller, 20; Campbell, 20; Luniak, 18; Niebuhr, 17; Kappes, 16; Stamm, 15; Koford, 13; Plage, 13; Tapp, 12; Stutterheim, 12; Muessig, 11; Kilian, 8; Pooke, 7; O Heckscher, 5; Wirth, 3; Burke, 1.

Then followed the usual and ever-interesting baseball combat between the employees who have already proven susceptible to the charms of womankind and their less sentimental fellows, popularly characterized as bachelors. The latter, having no occasion to worry over fall dresses, paregoric, and the other incidentals of wedded life, simply cantered home a winner. The massacre lasted only three innings, at the end of which the bachelors were cutting out the pace with a score of 23 to 5. The contributors in this department were:

SINGLE—Koford, lf; Plage, cf; J G Hoffmann, p; Campbell, 1b; Niebuhr, c; O Heckscher, 2b; E Heckscher, 3b; Stamm, rf; Wirth, ss.

MARRIED—Brey, p; Courtney, 3b; Muessig, 2b; Tapp, ss; Whritner, 1b; Burns, rf; Kappes, lf; F Moritz, cf; Stutterheim, c.

Messrs. Kohlmann and Kilian umpired, and escaped injury. Niebuhr and Tapp were prize-winners for having scored the greatest number of runs for their respective teams.

The final sporting event took the form of a bowling competition for employees exclusively. The scores follow: Whritner, 34; Zeiller, 33; Abell, 32; Kohlmann, 29; Niebuhr, 29; Muessig, 28; Plage, 27; Stutterheim, 26; Courtney, 25; Hoffmann, 25; Burke, 20; Tapp, 19; Kappes, 17; Koford, 17; Burns, 14; Brey, 12; Stamm, 12; Pooke, 12; Luniak, 11.

After the sports the participants adjourned very readily to the dining-hall for dinner. Mimic firecrackers, the interior of each of which contained cigars, were positioned in front of the diners. The menu was more than ordinarily appetizing, and the "boys" did ample justice to it.



AS THEY LOOK WHEN AWAY FROM BUSINESS.

As the smoke from the weeds began to circulate through the hall, H. Stutterheim assumed his position as toastmaster. He made a cleverly-worded opening address, during which he paid a compliment to the Messrs. Drakenfeld—a tribute that was enthusiastically received by his listeners.

Wm. Hoffmann, the veteran of the firm's selling force; J E Moritz, of Chicago; Richard W Tapp, Oscar Heckscher and Nick Muessig were among those who responded to toasts.

The party included the following: B F Drakenfeld, jr, H Stutterheim, Wm Hoffmann, J E Moritz, O M Heckscher, H J Moritz, Carl Kilian, Richard W Tapp, Oscar F Zeiller, Fred C Brey, John A Koford, C Nick Muessig, Daniel J Burke, H D Pooke, Chas W Dyer, Geo Augustus Abell, Louis Niebuhr, Jas Burns, Martin F Plage, John Wirth, William B Stamm, Wm J Kohlmann, Andrew M Campbell, Edwin M Heckscher, John G Hoffmann, Scott J Courtney, Julius H Kappes, Arthur C Whritner, Henry Luniak, Wm P Symonds.

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Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, JULY 12, 1906

BUYER'S LIFE LIKE A CHECKER GAME.

IN summarizing the changes that have taken place since the first of the year in the management of china departments throughout the country, some appalling facts are uncovered. The most astonishing is the number of buyers and assistants who have either voluntarily or involuntarily relinquished their positions during this comparatively brief interval. Exactly sixty-three heads of departments of this character have tendered their resignations, to which may properly be added five others who acted in the capacity of assistant buyers. This is perhaps not a complete list, either, for it embraces only those changes that have received recognition in these columns.

The commercial standing of many of the gentlemen who have thus surrendered positions of varying importance is, in many instances, of a hig

By way of illustration, we might cite such prominent personages as John H. Ling, E. E. Littlefield, Geo T. Jackson, John J. Reed, F. W. Pickup, A. D. Wilhelm, Chas L. Patterson, Geo. S. Holloway, Edw. E. Hamblin, A. C. Griffith, C. O. Curtis, Geo. E. Gage, Frank P. Boyland, A. W. Knowles, and others who are probably of equal merit and repute.

In some instances, very likely, the causes prompting these resignations have borne no relationship to internal unpleasantness. But such are exceptions, rather than the rule. Back of the very large proportion of these changes might be traced stories of unwarranted meddling, ridiculous restrictions, and unjustifiable censures by the heads of the houses.

It is a pretty thoroughly understood fact that but few buyers of china and kindred lines are permitted to exercise their own discretion in the management of their departments. They are almost invariably hampered by instructions from the main office that cannot be observed if the buyer hopes to accomplish results, and the defiance of orders usually precipitates a clash that can have but one ending. Or, if the buyer sees fit to submit to directions that he realizes are inimical to the best interests of his department, it is usually his fate to show poor returns at the end of the year. So that the buyer of crockery and glassware for the modern retail store is usually confronted by the prospect of failure if he obeys the manifold injunctions from the head of the house, and a dissolution of his relationship with the firm if he doesn't.

Very recently the buyer for a well-known store on Sixth avenue, this city, re-ordered a line of crockery that had been selling with fine spirit. The order was sent upstairs to his chief for confirmation and came back with this remark attached: "We want to sell goods just now, and not to buy them."

A buyer for a store in Brooklyn, who has since left the position in disgust, had judiciously positioned his wares so that the higher-priced articles did not come into too close association with the cheaper wares One morning a member of the firm visited the department and after a superficial survey of the stock expressed his disappointment that better judgment had not been exhibited in the arrangement of the goods. "A display of this kind confuses shoppers," he observed, icily. "Why don't you place all of those jugs together and keep the various lines of vases in one section, and ——" But he got no further. The buyer, thoroughly angered, interrupted him with the declaration that he had never heard of so asinine a suggestion A change in the management of that department, it is quite needless to remark, soon followed.

It is not intended to deny proprietors or their lieutenants the privilege of personally observing the conduct of the china department, any more than any other department in their house. Their capital is invested, and it is their right to investigate every detail in connection with the manner in which their subordinates are serving them. But the methods they so frequently employ are deserving of the severest censure. As we have repeatedly pointed out, the china department cannot be directed in the same fashion as the notion or dress goods department; but the proprietors evidently do not recognize the distinction. Until they do, buyers will probably continue to emulate the progress of the fictitious Finnegan, of whom it was once written: "In again, out again, gone again, Finnegan."

EVER bear in mind the value of a pleasant attitude and the appearance of being prosperous.

OPERATIVE POTTERS IN SESSION.

AKRON, O., July 11—The sixteenth annual convention of the National Brotherhood of Operative Potters, with 135 delegates, representing 7,000 members, began here on Monday. Mayor C W. Kempel, himself a leading labor unionist, and President T. J. Mumford of the Central Labor Union delivered addresses of welcome at the opening, and President Thomas J Duffy of East Liverpool responded. Past President A. S. Hughes also spoke. The delegates then went into executive session. Committees were appointed to consider the officers' reports and the fifty-five resolutions that have been presented by locals. Among the most important of these are those asking manufacturers to employ floor sweepers, to obtain better sanitary conditions, to reduce the per capita tax, already very low; to provide for international membership, to prevent trade jumping, and to establish a sick and funeral fund.

A sensational incident of Tuesday's session was the scathing denunciation of certain local unions contained in the report of Vice-President, Hutchins. Referring to disputes in various parts of the country, the report said: "The most serious of these was the trouble that resulted in the strike of the sagger-makers. While their cause may have been just, their action in taking the fight upon themselves, and persisting in remaining on a strike in defiance of the orders of the National officers to return to work pending settlement, complicated matters to such an extent that the manufacturers took the position that the organization has no control over individual members and threatened to break off all connection with the organization."

He further criticised the action of those who openly violated the rules of the national body governing the sanitary trade, and especially Local 46, of Trenton, for allowing several members to start an agitation demanding an increase in wages for the sanitary pressers.

It was decided at to-day's session to build, equip and maintain a home for aged and worthy but indigent potters. The details were left to the executive board to work out after making investigations. The board will report to the convention in 1908 and will decide upon the best site, which will be either in Ohio or West Virginia.

INTERNATIONAL SILVER CO. LOSES.

THE International Silver Co. has failed in its attempt to obtain from the Court of Chancery of New Jersey an injunction enjoining Wm. H. Rogers of Plainfield from stamping his silverware with the mark "W H. Rogers," "William H. Rogers," "Wm. Rogers," or any mark of which the word "Rogers" is a characteristic part. Briefly stated, the principle laid down by the vice chancellor is that nobody has the right to represent his goods as the goods of somebody else. He does not find, however, that Mr. Rogers is doing this, since he is simply using his proper name without in any way attempting to make it appear that his wares are those of the original Connecticut Rogers, whose business is now in the hands of the trust. The complaint is therefore dismissed.

PERSONAL.

WHEN R. H. Yarwood, buyer for the Simpson-Crawford Co , entered a certain importing house downtown one morning recently his usually cheerful countenance bore an expression that indicated internal discomfort. Two or three salesmen approached him rather apprehensively and expressed the hope that there was nothing wrong.

"Why, haven't you seen the New York *Times* this morning?" he asked, solemnly.

"Yes, I read it," responded one of the salesmen, eagerly. "but I found nothing in there concerning you."

"No," slowly answered Yarwood; "the matter concerns my house. The *Times* published a list of people who will not buy hereafter from the Simpson-Crawford Co."

"That's mighty strange," remarked the salesman. 'I thought I had looked over the paper pretty thoroughly, too In what section did the names appear?"

"Among the death notices," murmured Yarwood, as he dodged behind the protection of a convenient display table.

Mr. Keech has been placed in charge of the new crockery department opened recently by the Boston Dry Goods Store, Danielson, Conn.

F. M. Hemerstrum, who formerly managed the Simmons Co.'s lamp department in St Louis, Mo., emerged recently from a Philadelphia hospital after a confinement of several weeks He was successfully operated upon during his stay there. Mr. Hemerstrum is now manager of a rubber factory in Trenton.

Wm. Kelley, with the General Mfg. and Supply Co., leaves Chicago on the 25th for a road expedition that will include visits to the Pacific Coast and the South.

John S Goodwin, of the Goodwin Bros. Pottery Co., renewed acquaintances in the District several days ago.

Among the acquisitions to Ocean Grove's population this summer is A. G. Ledden, manager of the Maddock Pottery Co.'s New York office. Mr. Ledden, accompanied by his wife and daughter, removed to

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that seacoast resort from his Trenton home several days ago. He plans to remain there until September, but will continue to commute daily between that point and New York.

Richard Briggs, the Boston merchant, has returned from his annual European visit.

Sample-rooms in the Bingham House, Philadelphia, will be occupied next week by the following salesmen: Harry L. Seixas, with Edw. Boote; Lew H. Bown, with the Buffalo Pottery; A. H. Hays, with the Cook Pottery Co ; Harry G. Mills, with the Homer Laughlin China Co.

J. C. Humes, of the J. C. Humes Crockery Co., Kansas City, Mo., is booked to leave for Europe shortly.

The International Pottery Co., Trenton, has signed Wm. Lee Tickel to represent its road interests hereafter through New York State and New England. Mr. Tickel is a resident of Melrose, Mass.

Howard W. Lenox, manager of Gill & Co.'s decorating department, passed through New York on Thursday en route to a resort up the State where he and his wife propose to recreate during the next three weeks.

C. S. Burger, who has been superintendent of the German Cut Glass factory, Jermyn, Pa., since it was opened, has tendered his resignation, to go into effect on the 14th.

B. F. Drakenfeld, of B. F. Drakenfeld & Co., has returned from Europe after a business visit that occupied about three months.

P. H. Geoghegan is at present touring Illinois in the order-booking interests of Geo. F. Bassett & Co. Only a couple of weeks ago he closed a prolonged journey through the Northwest in behalf of the same house.

Frank Sherburne, with Edw Miller & Co., was recently summoned from the road to Boston, where his wife has been seriously ill.

Our mail on Tuesday contained a souvenir postcard from Paris, France, that will be carefully preserved. It is signed by such happy spirits as Louis Reizenstein, J. W. French and J H. Venon, who celebrated the Fourth of July together in France's lively capital. The card contains charming sentiments from the pen of each of these gifted gentlemen, among which may be mentioned the following: "Skidoo!" "Fall into your easy chair and commence knitting!" "Change your address to 23 and then beat it!" Leap into your canoe and paddle; you're drifting." Nothing very international about those suggestions, is there?

H. R. Churchill, of Endemann & Churchill, leaves next Monday for the Adirondacks, where he and his family will sojourn for a month.

David MacWhinnie, head decorator for the Eagle Glass and Mfg. Co., was in New York recently during his vacation period.

John J. Miller, of Maddock & Miller, returned from Europe on Wednesday aboard the Caronia.

L. A. Carter, who recently tendered his resignation as manager of Mandel Bros.' china department in Chicagc, has severed his connection with that house. His place has been taken by Thos Gill, who formerly assisted Mr. Carter.

John H. Hohman, of Fensterer & Ruhe, is home from a four months' jaunt through the West, which was interrupted only once by a week's visit to the local headquarters. Next week Mr. Hohman makes a brief call upon his trade friends in Philadelphia.

Max Blau, of the Blau Bros. Co., Inc., has removed with his wife from Newark, N. J., to Navesink Highlands for the remainder of the summer. He will continue to visit his New York office daily.

Fred Farrell and John J. Hines returned several days ago from prolonged Western campaigns with Blakeman & Henderson's samples. On Wednesday they took their leave of New York again, but the purpose of their departure this time is one of recreation, their destination being Red Lake, in the upper part of New York State, where they hope to make existence miserable for the finny inhabitants of that locality. Early in August it is their plan to migrate to Cranberry Lake in the Adirondacks, where they will remain until about the middle of September.

E. H. Fox has returned to the Phoenix Glass Co.'s Chicago office, of which he is manager, after a trip to the Pacific Coast.

Col. Edward S. Fowler qualified last Monday as Appraiser of Merchandise for the port of New York. The assistant appraisers of the various divisions, the examiners and others were presented to Col. Fowler, and the new administration of the office was inaugurated amid hearty good-bys and good wishes for the departing chief and felicitations for the new. Before his final departure, Mr. Whitehead, the retiring officer,

was presented with a silver service of 265 pieces, costing $1,000, by his former associates. Appraiser Fowler announced that Henry M. Clapp, secretary to the Appraiser, is to be continued in that capacity, and that Geo. W. Wanmaker, assistant appraiser of the first division, has been designated as deputy appraiser.

⚜

D. Klamp, with Endemann & Churchill, sails for Europe on the 21st with a two months' vacation in view. His itinerary calls for visits to Germany, Switzerland, Italy and Bavaria, although he may also find time to extend his sight seeing to other points on the Continent. It is Mr. Klamp's first trip in ten years to Europe, where he has many relatives and friends.

⚜

John T. Mulvany is visiting the New England friends of the Mitchell, Woodbury Co. in place of the recently-deceased "Fred" Ames. About August 1 Mr. Mulvany will head for his old territory in the West.

⚜

J. J. Jacklin, who resigned as buyer for Hale Bros., Inc., after the earthquake, in order to enter the retail business on his own account, has returned to the Coast after a buying visit to New York that occupied three weeks. Mr. Jacklin is head of the J. J. Jacklin Co., which is located on Geary street, San Francisco. No successor to him in Hale Bros.' store has yet been announced. The latter firm resumes business on August 1 at Stevenson and Sixth streets, San Francisco.

⚜

At last Monday's meeting of the Pottery, Glass and Brass Salesmen's Association two new members were admitted—Albert E. Burns, of Philadelphia, who represents both the Salem China Co. and Beaumont Glass Co., and John A. McKay, of Brooklyn, with the Combination Ladder Co.

⚜

A. B. Anderson visits Boston and surrounding territory next week with English china and glassware samples from Fondeville & Van Iderstine.

IN THE HOUSEFURNISHING WORLD.

Conrad Dietz, president of the Boss Washing Machine Co., Norwood, O., died recently.

* *

A charter has been granted to the Hackettstown, N. J., Woodworking Co. Capital, $25,000.

* *

J. T. Waters, of Philadelphia, is to establish a broom and whisk factory in Charlestown, Md.

* *

The Colonial Supply Co., household specialties, Wellsville, N. Y., has been incorporated with a capital of $10,000.

* *

Extensive alterations to Journeay & Burnham's department store, Brooklyn, are to be made shortly. The entire annex building is to be renovated.

* *

The Wonder Department Store of Spokane, Wash., has purchased the entire stock of the Wallace Bazaar, owned by F. Barmon, of Wallace, Idaho. The bazaar in future will be run under the name of the Wonder Department Store of Wallace.

* *

The C. H. Yeager Co., which has taken over the stock of Dague Brothers' dry goods store, Akron, O., was incorporated recently with a capital stock of $150,000. The incorporators are: C. H. Yeager, Joseph Yeager, R. G. Yeager, J. L Yeager and C. E. Yeager.

* *

Fire of unknown origin recently gutted the interior of the Sunfield, Mich., Mercantile Co.'s department store. The stock, valued at $20,000, is a complete loss from fire, smoke and water. The damage to the frame building is $2,000. Total insurance, $15,000.

* *

Schuyler V. Shelp, who became associated with D. McCarthy & Sons, Syracuse, N. Y., on January 1, 1905, has severed his connections with the Hunter-Tuppen Company, which bought a controlling interest in the big dry goods concern there a few weeks ago, and has bought an interest in the Stewart dry goods store of Louisville, Ky.

CLOSE MARSHALL FIELD'S STORE.

ON Monday night last Marshall Field & Co.'s big retail store in Chicago was closed on orders from Building Commissioner Bartzen. Police were stationed at the entrances to the big State street establishment and customers were turned away. The closing of the establishment was ordered by the city authorities on the ground that the building does not comply with the city ordinances and that the firm has persistently refused to make efforts to observe the law. A great fight in the courts is expected.

OBITUARY.

PETER BAKER, aged eighty-two years, died recently at his home in Somerville, Mass. Soon after his arrival in this country from Germany, a half century ago, Mr. Baker identified himself with the crockery business, and he remained in it until his retirement. He was first employed in Boston by Benjamin Gage and later affiliated himself with the Jones, McDuffee & Stratton Co. One daughter survives him



IT is unmistakably quiet in the District this week. There is, of course, more activity in evidence than during the preceding week, but the change isn't as pronounced as had been hoped for. Buyers are slow in arriving, and judging by the letters received from many of them it will be August 1 before the crowd really begins to reach here.

A deal was effected this week whereby the American Manufacturers' Co., with offices at 708 Market street, Philadelphia, will hereafter look after the welfare in that section of the cut glass and statuary interests of the Blau Bros. Co., Inc.

Disposition is now being made of Blakeman & Henderson's comprehensive assortment of French china samples. The selection is even more varied and desirable than in previous years. There is a particularly fine lot of novelties and fancy goods—of which, of course, but one piece of a kind is carried.

The Cumberland Glass Mfg. Co. has removed its fruit jar samples from 55 Park Place to the fourth floor of the Gerken building, corner of West Broadway and Chambers street, where permanent quarters have been engaged.

There have just been unpacked at Endemann & Churchill's some fish and game sets that possess more than average beauty and originality. It is impossible, of course, to reproduce a bird or a fish in any startlingly new manner on china without sacrificing naturalness. The painters of these sets have been faithful to life, but differ from predecessors in the posing of the subjects and the scenic settings surrounding them There is an atmosphere of life in all of the paintings that is impressive. In only one instance has the artist intentionally strayed away from nature in his colorings This exception concerns a fish set in which the body of the ware is covered by a soft blue that is shaded to represent water. The ripples on the surface are replaced by streaks of gold, and the fishes, too, are partially executed in gold. It is a very odd treatment. The border designs in these sets are also entitled to comment. Most of them sport a liberal but tasteful use of gold, and prove an admirable framework for the paintings that occupy the centres of plates and platters.

A crystal and satin-etched line from the Riverside Glass Co. has proven a decidedly brisk seller this year. The etched designs include excellent reproductions of cherries, chrysanthemums and other floral and fruit motives. The same line also has the designs executed in natural colors—an idea that has likewise "caught on" in great shape. The Milano line, which embraces comports, fruit bowls, berries, nappies, celeries, baskets, etc., also occupies an entire display table in the local office at 25 West Broadway.

Some additional specimens of the Salo Art Metal Co.'s delightful gold and silver combinations in the construction of metal lamps have reached the showroom at 25 West Broadway. One of the most attractive has a gold base from which projects a narrow sloping column of silver. The latter connects with a wide, squat cylinder that is also finished in the same metal. Gold trimmings relieve the solidity of the silver column and cylinder This is only one of the many equally notable creations of the same character that the Salo line includes. Originality in the fashioning of the lamps and the combining of the color finishes is evidenced throughout the display. But, most important of all, is the skill with which the ideas have been carried out. The Salo, although a comparatively new factor in this field, has already won for itself a commercial position that is to be envied. The firm closed arrangements a few days ago with the Brown-Winstanley Co., which will represent the Salo's interests on the Pacific Coast hereafter. The latter company's sample-room is at 340 North Main street, Los Angeles, Cal.

Five distinct shapes in dinnerware and a similar number in toilet sets command interest in the Warwick China Co.'s display at 66 West Broadway. The patterns employed for the decoration of these particu-

lar goods, like the designs that clothe other adjuncts of the Warwick's exhibit, are selected with excellent taste. The happy faculty of this concern to hit upon decorations that please an exacting public's taste was fully illustrated by the wonderful success that attended the introduction of the brown tint effect on specialties a year ago. Two or three thoroughly worthy successors have been presented this year, notably the stork, monk and female studies on grounds of varying hues. The Warwick's assortment of specialties now includes 250 pieces.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending July 10, 1906.

ANTWERP

115	packages	glassware	B Gunthel
6	"	"	C Ahrenfeldt & Son
17	"	"	Fensterer & Ruhe
47	"	"	Strobel & Wilken Co
215	"	"	Miscellaneous Orders
14	"	earthenware	Geo Borgfeldt & Co
1	"	"	Chas Ahrenfeldt & Son
7	"	"	G F Bassett & Co
152	"	"	L H Mace & Co
64	"	"	L Straus & Sons
31	"	"	E R Thieler
117	"	"	Strobel & Wilken o
116	"	"	Miscellaneous Orders
14	"	toys	L H Mace & Co
3	"	"	Hamburger & Co
5	"	"	R H Macy & Co
20	"	"	C B Rouss
227	"	"	Strobel & Wilken Co
40	"	"	Miscellaneous Orders

BREMEN

9	packages	glassware	L Straus & Sons
8	"	"	Samstag & Hilder Bros
57	"	"	Strobel & Wilken Co
141	"	"	Miscellaneous Orders
31	"	earthenware	Geo Borgfeldt & Co
45	"	"	Karl Hutter
19	"	"	L Straus & Sons
16	"	"	G W Travers
6	"	"	N Wapler
10	"	"	J Wygard & Co
227	"	"	Strobel & Wilken Co
6	"	"	Miscellaneous Orders
45		toys	Geo Borgfeldt & Co
4	"	"	Hamburger & Co
2	"	"	L H Mace & Co
5	"	"	R H Macy & Co
3	"	"	F A O Schwartz
58	"	"	G W Travers
6	"	"	Geo Borgfeldt & Co
377	"	"	Strobel & Wilken Co
153	"	"	Miscellaneous Orders

ROTTERDAM

512	packages	earthenware	Geo Borgfeldt & Co
9	"	"	L D Bloch & Co
31	"	"	Bawo & Dotter
6	"	"	Fensterer & Ruhe
1	"	"	Hamburger & Co
23	"	"	A Steinhardt & Bro
9	"	"	Samstag & Hilder Bros
39	"	"	L Straus & Sons
41	"	"	Strobel & Wilken Co
63	"	"	Miscellaneous Orders
11	"	glassware	L Straus & Sons
12	"	toys	Hamburger & Co
135	"	"	B Illfelder
20	"	"	Samstag & Hilder Bros
28	"	"	Strobel & Wilken Co
64	"	"	Miscellaneous Orders

TRIESTE

12	packages	glassware	J Palme
98	"	"	L Straus & Sons

LIVERPOOL

14	packages	chinaware	Bawo & Dotter
14	"	"	Strobel & Wilken Co
3	"	"	Miscellaneous Orders
10	"	glassware	Strobel & Wilken Co
2	"	"	L Straus & Sons
4	"	"	Miscellaneous Orders
50	"	earthenware	Strobel & Wilken Co
15	"	"	G F Bassett & Co
3	"	"	E Boote
16	"	"	J Davison
11	"	"	Maddock & Miller
8	"	"	J S Robertson
15	"	"	L Straus & Sons
5	"	"	C E Wheelock & Co
25	"	"	Miscellaneous Orders
41	"	toys	Strobel & Wilken Co

HAMBURG

73	packages	glassware	L Straus & Sons
7	"	"	C Ahrenfeldt & Son
6	"	"	L D Bloch & Co
32	"	"	G F Bassett & Co
40	"	"	Bawo & Dotter
63	"	"	Fenesterer & Ruhe
13	"	"	O Goetz
4	"	"	Hamburger & Co
7	"	"	Knauth, Nachod & Kuhne
76	"	"	Strobel & Wilken Co
38	"	"	Miscellaneous Orders
102	"	chinaware	Strobel & Wilken Co
114	"	"	C E Wheelock & Co
109	"	earthenware	Bawo & Dotter
16	"	"	Chas Ahrenfeldt & Son
27	"	"	F Behrend
8	"	"	L D Bloch & Co
4	"	"	Hamburger & Co
1	"	"	B Illfelder & Co
3	"	"	Koscherak Bros
7	"	"	E R Thieler
198	"	"	Strobel & Wilken Co
124	"	"	Miscellaneous Orders
47	"	toys	B Illfelder
4	"	"	Bawo & Dotter
48	"	"	Geo Borgfeldt & Co
84	"	"	L H Mace & Co
1	"	"	C B Rouss
3	"	"	Samstag & Hilder Bros
8	"	"	N Wapler
285	"	"	Strobel & Wilken Co
180	"	"	Miscellaneous Orders
12	"	harmonicas	Strobel & Wilken Co

HAVRE

45	packages	chinaware	F P Abbot
362	"	"	Haviland & Co
24	"	"	Vogt & Dose

SOUTHAMPTON

21	packages	chinaware	C Streiff
11	"	"	L Straus & Sons
9	"	"	J H Venon
36	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

61	packages	earthenware	Jones, McDuffee & Stratton Co
2	"	"	Davis, Turner & Co
10	"	"	American Express Co
17	"	"	Houghton & Dutton
45	"	"	Downing's American Dispatch
20	"	"	A W Chesterton
16	"	"	Miscellaneous Orders

LONDON

1	package	earthenware	C W Lindell

HAMBURG

6	packages	chinaware	C E Wheelock & Co



THE GLASS FACTORIES

Pittsburgh and Vicinity.

The usual routine of invoicing, closing books, making repairs, etc. is now going on at all the plants. None of the union factories can operate till next week, anyway, even if ready and anxious to do so. An occasional non-union or independent factory is operating this week on jellies and common tumblers—the only articles on which there is a real shortage and a pressing demand. The year of the glassware factories at all the plants closes the last of June, or first week in July, and manufacturers generally want to close books and take their bearings before entering upon a new year s business. Hence the real necessity of a vacation longer or shorter at this period.

New patterns also are beginning to be thought over and designed during this month Preparations for cuts and illustrations are now started earlier than formerly, so as to give the engraver plenty of time, and not crowd this work as was formerly done. No clue, however, can yet be given as to the direction new patterns may take for the coming year.

Both fruit jars and jellies are reported in strong demand, indicating a large general fruit crop with a prosperity among the people to consume liberal quantities of these appetizing and wholesome delicacies Fruit jars are strengthening in price and bid fair to close at higher figures than usual. Whether there will be an advance in jellies, or jelly tumblers, seems now problematical under the peculiar manufacturing situation.

There is nothing new in chimney conditions—the movement being at the slowest point of the year.

Bottles are showing a fairly good movement for the season, and manufacturers are confident of a fully normal summer trade, with prices firmly maintained by the average factory.

Lamps are reported to be displaying a fairly satis factory condition at the majority of the factories as July advances, with the confidence of the manufacturers that the season will close with a full normal trade. The decorating departments are operating regularly this week.

Summer glassware is continuing to move well for the second week in July, and with a continuation of seasonable weather unusual activity may be expected.

Factories E and B of the United States Glass Co. are in regular operation this week—factory E not having shut down at all, except last Wednesday. Factory B was closed last week for some repairs These are tank factories and are operating on jellies and common tumblers, of which the company have a surplus of orders. Their other plants are shut down for repairs and till they complete their inventories. They are hard at work on these with all the office force that can be spared and are competent for the work, including some of their traveling salesmen.

The Macbeth Evans Glass Co declared a quarterly dividend, payable July 15, at a meeting of the board of directors last Friday. Their factories had a vacation of one week for repairs and started again this week.

The Co-operative Flint Glass Co. are changing their fourteen-pot furnace to sixteen pots and making other repairs and improvements. They announce that they will start up on the 16th.

Robert Rawsthorne Engraving Co. are closing a very satisfactory year for the first one in their new location in the Arrott Power Building They have added many improvements to their facilities and a number of expert operatives to their force. They are not only now doing the most and best work in their history, but work that will compare favorably with any in this couhtry. They have developed a superior line of half-tone productions and are doing greatly-increased quantities. Their volume of business has been so large that the only vacations they have been able to grant are actual holidays. The manager says

that an increase of seventy-five per cent. has been made in their business during the year just closing.

Greenfield, Ind.

The Greenfield Fruit Jar factory, owned and operated by Louis Hollweg, of Indianapolis, was burned to the ground recently, entailing a loss of $25,000. The plant was insured for $22,000.

Evansville, Ind.

The Bottle Blowers' Association in Indiana have drafted a new bill to present to the Legislature next December prohibiting the use of second-hand bottles, under penalty of fine and imprisonment, where not originally made for owner's individual use and refilled by him, after sterilization, by same kind of goods. If such a law can be enforced it will reduce all old bottles to cullet.

The Evansville Glass Co. are reconstructing their bottle plant destroyed by fire last April.

Wheeling and Vicinity.

The glassware factories are peremptorily shut down till the 16th One or two are announced to commence operations then; the remainder later. Stock-taking and repairs and the shipment of a sprinkling of mail orders occupy their attention at present. There is great confidence in a good fall trade.

THAT O'NEILL-ADAMS MERGER.

CONFIRMATION of the rumors that the Sixth Avenue department stores of H. O'Neill & Co. and the Adams Dry Goods Co. had consolidated was contained in the statement issued several days ago by Samuel Adams, president of the last-named concern. Mr. Adams explained that the individual management of the two stores would remain as heretofore and that the merger was effected in order to give customers "larger stocks to select from, quicker service in the store and delivery, and lower prices on all lines of merchandise."

Both stores are controlled by the Associated Merchants Company, of which John Claflin, of the H. B. Claflin Co., is president. This company is now the largest owner of department stores in the country, holding all the primary securities of James McCreery & Co., New York; H. O'Neill & Co., New York; Stewart & Co., Baltimore; J. N Adam & Co., Buffalo; and 12,000 shares of the preferred stock of Adams Dry Goods Co., New York, aggregating $5,900,000 par value, and junior securities aggregating $5,200,000 par value.

There are rumors that the O'Neill-Adams consolidation will be followed by the erection of another big store somewhere in the vicinity of Herald Square, but those connected with the two establishments are non-committal upon that point.

BUSINESS BRIEFS.

The stock of the Southern Art Glass Co., Birmingham, Ala , was damaged by fire recently.

Joseph Lichtenberg, a glass dealer at 241 Eldridge street, this city, has filed a petition in bankruptcy, with liabilities $1,618 and assets $657.

Several tons of molten glass of the North Baltimore Bottle factory, Terra Haute, Ind , broke loose and did $10,000 damage to the plant last week.

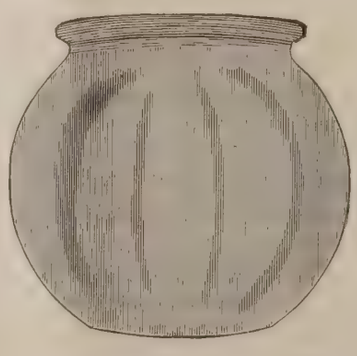
Announcement is made by the Cowen-Heineberg Co., manufacturers' agents, that its new building at 527 Market street, San Francisco, Cal., has been completed.

Articles of incorporation have been filed in Binghamton, N. Y., by the Windsor Brick Co., which is to manufacture tiles, pottery, glassware, brick, etc. Capital, $150,000.

The Kelley Bar, Glass and Supply Co., Columbus, O., has beendissolved. Richard Nagle and James Kilroy have withdrawn from the firm, and T. M. Kelley, the remaining partner, is to continue the business.

An involuntary petition in bankruptcy was filed recently by the Swedesboro, N. J., Glass Works. The petitioners were the A. J. Shaw Mold Works, Vineland Glass Sand Co., and Cumberland Glass Mfg. Co.

The German Pottery Co., Poughkeepsie, N. Y., is about to apply to the State for a grant of four acres of land under water in front of its property. This is for the purpose of erecting a wharf with a frontage of about five hundred feet and where ocean-going vessels can load and unload.



Fish Globes,
Cake Covers,
Aquariums

SEND FOR PRICES.

New York Agent,
PAUL JOSEPH, 55 Park Place

James J. Murray & Co.,
MURRAY FLINT GLASS WORKS,
Trenton Ave., Collins and Westmoreland Sts., Philadelphia.



La Porcelaine Théodore Haviland

Limoges, FRANCE

The brand of *Théodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE,** is part of the stamp, in order to

AVOID IMITATIONS.

William L. Briggs,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903
Hors Concours, St. Louis, 1904.

After Aug. 1 the New York office of the Sweeney Co., of Buffalo, will be located at 10 Greene street, instead of 320 Church street, as formerly. R. J. McKay, who will be in charge, is a man of experience in his line, having been a member of the Denholm & McKay Co., Worcester, Mass., for a number of years.

San Francisco friends, in order to emphasize the wonderful strides accomplished in the rebuilding of their city, have sent us an announcement of the opening on July 15 of the temporary Hotel St. Francis in that city. The thoroughly remoldeled hotel will not be ready for a few months, but the temporary structure guarantees the same essential comforts as formerly.

The construction of the Anglo-American Crockery Co.'s temporary warehouse and office has just been completed at the corner of Sixth and Yuma streets, "Greater San Francisco" It occupies a site 111 x 225 feet in what has been designated "the new wholesale district." This building is of wood and one-story in height. It will be used for a couple of years, or, rather, until such time as a new and more substantial structure may be erected.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

Dissolution of Partnership.

THE firm of L Heuman & Sons, composed of the undersigned, and heretofore conducting business as importers and jobbers of china and glassware at Nos. 404-406 East 77th Street, Borough of Manhattan, City of New York, has this day been terminated and dissolved by mutual consent.

Mr Harry Heuman will continue the business at the same place. He has acquired all of the assets and has assumed all of the liabilities of the firm.

HARRY HEUMAN.
NEW YORK CITY, June 25th, 1906. MOSES HEUMAN.

HELP WANTED.

MAKERS of fine table glassware require a traveling salesman to cover Wisconsin. Address Box 401, this office.

WANTED—Experienced salesman for established line of cut glass in New England and Middle West. Address Box 774, Corning, N. Y.

WANTED—Salesman traveling through the Southern and Southwestern States with china and crockery, to take a side line of cut glass. Address Box 403, this office

SALESMAN WANTED—A Jew preferred—to sell domestic china in and around New York City on commission or salary Only an honest man and positive hustler desired. No one else Address Box 404, this office.

SITUATIONS WANTED.

GRINDING, PULVERIZING AND CRUSHING MACHINERY.—Young man, German, graduate of Technical School with High School education and two years' practical experience, free from military duties, speaking English and French, for some time occupied in a large factory with the construction of above-named machines, seeks situation abroad. Machine factory of same branch, cement or large brick plant—as assistant to director—preferred. Address No. 5811, HAASENSTEIN & VOGLER, A. G. Kaiserslautern, Germany.

BUSINESS OPPORTUNITIES.

WANTED—Good line of rich cut glass at reasonable prices by a good salesman, on commission, for New York and vicinity. References furnished. Address A. A., this office.

FOR SALE.

ESTABLISHED CROCKERY BUSINESS FOR SALE.—We will sell our stock of crockery, china, glassware, lamps and housefurnishing goods at cost, on face of invoice, as we wish to retire from business. Will also rent store building. Apply at once. Address P. O Box 445, Greensboro, N. C.

— THE —

Michaelmas Fair of this Year at Leipzig

for the wholesale and retail trade will commence on

Sunday, August 26,

and cease on

Sunday, September 16.

The **Leather Fair** will be opened on **Wednesday, September 12**, and the Fair Exchange for the Leather Industry will be held on the same day from five to seven p.m. in the "large" hall of the new Exchange on the Blücherplatz.

The Council of the City of Leipzig.
Dr. Troendlin.

LEIPZIG, JUNE 12, 1906.
1b 3 3310.

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equalled. Absolutely the best quality, with low price.

H. C. Fry Glass Co.,

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.



Illustration shows the 5-oz Saucer Champagne of one of our latest productions in Lead Blown Stemware—No 13634 Pattern, made from Rich Lead Glass, with the SILVERY RINGING TONE—THE KIND WE MAKE.
This design contains 14 different articles, and is also made with Needle Point Etching No 266.

United States Glass Co.,

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St. **Philadelphia, 9th & Market Sts.**
Boston, 144 High St. **Baltimore, 110 Hopkins Place.**
Chicago, 409 Atlas Block. **San Francisco, 18 Sutter St.**
St. Louis, 617 Granite Building, 4th and Market Sts.



CHINA & BRIC-A-BRAC
HAMBURGER & CO.
28 & 30 W. 4th ST. cor. Greene St.
NEW YORK

FRENCH and CARLSBAD DINNER WARE,
STAPLE and FANCY CHINA,
from every important Pott y in Europe.

BRIC-A-BRAC and VASES,
BUSTS and PEDESTALS,
PLACQUES, BRONZES, Etc.



THE NEW COLOR HOUSE.

L. Reusche & Co.,

71-73 Park Place, New York.

Our Mr. Louis Reusche has been identified with pottery and glass manufacture for twenty-eight years.

Colors and Materials for Pottery, China and Glass Decoration, Enameled Ware, etc.

Sole Agents for **JAMES HANCOCK & SON,**
Diglis Ceramic Art Color Works, Worcester, England.

Sole Agents for **JOHN LAMB'S**
Potters' Printing Paper in sheets and rolls.

ELARCOITE (a substitute for Oxide of Tin). Write for sample and prices.

EAST LIVERPOOL, O., July 19, 1906

MR JOBBER.

Are you interested in **Decorated Jobbing Packages?**

We have the best 10- and 25-cent assortments, and a new plan to help you market them that beats any ever yet offered. Now is the time to get ready for fall trade. Write for particulars and photo of assortments.

THE D. E. McNICOL POTTERY CO.

Boston Agents: Chase & Francis, 122 Pearl St

New York Agents: E. Bergman & Son, 25 West Broadway.



La Porcelaine Flambeau.

WE call the attention of the trade to our line of French Dinnerware and request the inspection of same.

L. D. BLOCH & CO.,



42 & 44 West Broadway,

New York City.



PROGRESSION.

This word signifies the course, and

QUALITY

indicates the goal attained by

PRODUCERS OF PORCELAIN FOR PARTICULAR PEOPLE.

Pre-eminently and indisputably makers of High Class Semi-Porcelain Dinner, Toilet Ware and Novelties.

Huntington China Co.,

HUNTINGTON, W. VA.

Pittsburg Office: Farmers' Bank Bldg.

Cincinnati Office: Union Trust Bldg.

REAL ORIGINAL LINES.

Our representatives are now out.

It will pay you to see them. . . .

Cook Pottery Co.,

TRENTON, N. J., and KITTANNING, PA.

LIBBEY
CUT GLASS
THE WORLD'S BEST

The man who wants to own a Kentucky thoroughbred will not be satisfied with a broncho merely because the price is lower.

There is cheap cut glass in plenty—cheap almost as the pressed product.

But Libbey perfection can only be bought under the Libbey brand—and quality considered Libbey is not only the world's best, but the world's best value.

The Libbey Glass Co.
TOLEDO, OHIO
New York Salesroom, No. 57 Park Place

Libbey
"THE WORLD'S BEST."

LOOKING FOR THE NAME



CROCKERY AND GLASS JOURNAL

NEW YORK, JULY 19, 1906.

THE CONDITION OF BUSINESS.

New York. Some improvement in the trade conditions here is noted. But it has not yet attained a degree that is warranted to provoke exultation. Certain seasonable lines are beginning to experience the benefit of an early fall request, but others that usually enjoy more or less activity at this period are moving sluggishly. The main body of the traveling salesmen did not move roadward until last Monday, but quite a fair proportion have been out since immediately after the Fourth. These early birds, as they might properly be characterized, are sending highly encouraging messages to headquarters concerning the state of trade in their respective territories. Most of this correspondence, too, is accompanied by orders of pretty satisfactory dimensions and number Therefore, in brief, the present situation might very properly be described as only fair in New York, but thoroughly gratifying on the road.

The East is reported to be again in fine commercial shape. There are no industrial disturbances in that section, but, rather, an abundance of employment and a consequent freedom of money. Similar reports are received from the South and West, where splendid crops have created a circulation of funds that are being directed in fairly good quantities into the crockery and glassware channel.

Locally, retail trade is pretty dull. Many of the larger stores have not yet completed their midsummer stocktaking, and several of the buyers, satisfied that there is no immediate prospect of a revival, are either enjoying vacations or are about to indulge in them. The shopping districts contain large throngs every fair day, but the inclination to buy has not yet awakened

Statements emanating from East Liverpool and Trenton indicate that the potteries are enjoying a pretty brisk trade for this time. The most encouraging fact in this connection is the disposition to order goods of a better quality than at this time a year ago. There is no denying that the American potteries were never in better shape than right now. No such inane slaughter of prices as was in progress last year exists, and there seems to prevail among them a more general disposition to work in harmony for a common cause.

There continues a fairly snappy call for domestic toys and housefurnishings.

Lamps, too, are beginning to feel the approach of the active lamp season.

Trenton. Road representatives of several local factories started out on Monday for their usual fall tours. A couple of salesmen are still at home, but they will probably be on tour inside of a week or ten days. It is, of course, yet too early to draw an intelligent conclusion regarding the

results this fall, but the spirit of confidence in great returns seems to increase rather than diminish.

Very few buyers have visited here so far. Appointments have been made with a large number, however, some of whom do not expect to reach the city until the first week in August. In preparation for their coming the sample-rooms have been placed in better shape than ever before in the history of the local potteries. The lines are larger, more varied and of a higher artistic character than usual. The offerings in specialties are especially praiseworthy this year.

East Liverpool and Vicinity.

The past week was rather quiet, although the majority of the potteries commenced manufacturing operations the first of the week—many of the operatives being a little slow in returning to work. A good many were attending the Brotherhood's annual convention at Akron.

Only one or two visiting buyers were registered during the week. The mails brought in a limited number of direct orders and inquiries, and carried announcements of prospective visits during the month from some important buyers.

The American Cereal Co. is reported to have placed orders here and at some of the outside potteries for about sixty cars of ware since the Fourth

A few sales-managers were out the past week on reconnoitering tours among the leading Western cities and report flattering prospects for the crockery trade this fall. One or two brought home some interesting orders.

A good many salesmen have made preparations to set out this week, although some are remaining here awaiting visiting patrons who are expected during the remainder of this month in quite liberal numbers. The business situation apparently was never more encouraging than at present.

Pittsburgh and Vicinity.

The business situation at the glass factories is generally satisfactory for the middle of July. The prospects for a good fall trade were never brighter. The factories that are commencing their new fire this week are in good condition, and the demands that are coming in show that an active early trade may be looked for in all seasonable lines Quite a number of plants are commencing their new fire this week, with the prospect that all will be in operation before the close of the month.

The volume of July business for the first half of the month has been fully normal in the various branches. Supplementary orders for all lines of glassware, both specialties and staples, continue to filter along in a small way, demanding prompt attention. Regular active trade is not expected in most branches till later.

No new features are anticipated in the market this fall. Prices will continue unchanged in most lines and branches.

Jellies and common tumblers are in strong demand.

Fruit jars are moving vigorously, with prices stiffening.

Lamps are maintaining practically their usual movement for this month, and the decorating departments are now showing full activity.

Bottles are moving satisfactorily.

Wheeling and Vicinity.

Business conditions in this district are good and active work has commenced at the majority of the plants. The potteries are vigorously at work again, and report the business situation encouraging The majority of the pottery salesmen are either on their routes or are starting out the present week

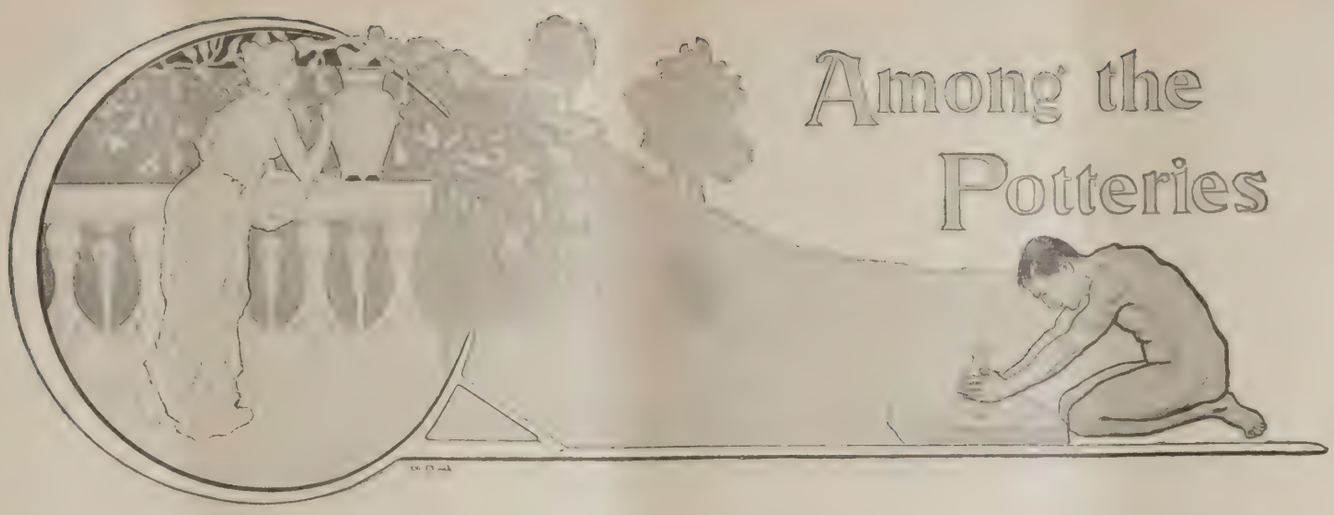
LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g June 26, '06	Corresponding period 1905	Exports Jan. 1 to June 26, '06	Corresponding period 1905
Boston	493	389	3508	3359
New York	498	520	2799	3225
Baltimore	1060	758	7018	5867
Philadelphia	64	88	669	563
New Orleans	69	281	1633	2044
Newport News	118	128	670	503
San Francisco	339	43	794	320
Portland (Me.)	51	83	419	318
Galveston	150	71	518	284
Portland (Or.)	42	98	618	274
Inland Points	1066	816	6245	8446
Total	8950	8175	24891	25203

From the Freight and Shipping Circular of John Edwards & Co Liverpool

TO	Shipments week end'g June 30, '06	Corresponding period 1905	Exports Jan. 1 to June 30, '06	Corresponding period 1905
New York	121	119	2990	3393
Boston	93	41	3725	3188
Philadelphia	21	....	650	535
Baltimore	364	462	7532	6619
San Francisco	6	14	827	334
New Orleans	386	....	2246	1977
Portland (Me.)	6	2	327	177
Galveston	....	91	499	361
Newport News	....	15	555	587
Portland (Or.)	.	....	669	274
Inland Points	91	62	7063	8041
Total	1145	806	27083	25486



East Liverpool and Vicinity.

The majority of the Western potteries resumed regular operations the past week. The plants outside of East Liverpool had less difficulty in securing a quota of operatives than those at this centre Three or four potteries in outside towns had practically no vacations this year—shutting down only for the Fourth. These had important contracts and orders on file that needed immediate attention. They explained the situation to their workmen at the close of last month, and the latter agreed to forego any July vacation, except the Fourth, and so manufacturing was kept up right along.

* *

At the close price prevailing in pottery it is necessary to keep business moving at full tide to secure the greatest economy in manufacture by the largest production possible. Therefore the majority of the potteries took a shorter vacation this month than usual—a few, as stated, taking none.

* *

As the regular wage scale of last year continues for another year, no demands for any increased cost of labor, directly or indirectly, are expected as a result of the Akron convention. In fact, the selling prices of pottery would admit of no advance in labor cost, but rather need a decrease in some things.

* *

C. Carl, of Carl & Carl, Lockport, N. Y , was here the latter part of last week. He was placing orders for their home store in Lockport, and also for a new department store they are opening in Schenectady. He gave a flattering account of business and prospects at both points.

* *

Mr. Green, of Clark Bros , Scranton, Pa , was a visiting buyer here Monday. He reports trade in the coal region now active for the season, with excellent prospects for the fall.

* *

The National China Co.'s new line of specialties is now practically completed and is worthy the attention of buyers desiring new, unique, pleasing and practical articles in pottery. They are designed with taste and well potted, and are within the range of the average consumer. Their plant is in full operation and business is showing good activity for the third week in July

* *

Geo C. Murphy returned Saturday from Kittanning, Pa. He has for the past ten days been engaged in appraising the stock at the old Wick plant, preparatory to its transfer from the Colonial Trust Co. to the Cook Pottery Co., which has bought the plant.

* *

Both plants of the D. E. McNicol Co are operating full, and this week is showing a gratifying improvement in the demands made upon them. They were never better prepared to care for their patrons in the extent, variety and quality of their offerings

* *

T A. McNicol in his two weeks' trip to leading Western cities, from Chicago to Omaha found favorable conditions for pottery products, and the Dresden is now pushing manufacturing vigorously to meet the demands. They have already a liberal supply of orders for the third week in July, and are operating all departments full to be able to meet the situation.

* *

Mold makers have started to work at the Newell pottery, and the sagger makers will start their department in a few days. The pugging of clay will also begin shortly Shapes for this plant have been completed by K. P Beatty, a number of pretty designs in dinner and toilet ware having been formed. Specialties are not occupying the attention of the company just at this time. General Superintendent Benjamin F. Harker has announced that making of ware at the plant will begin in October.

* *

Sales manager Rhodes, of Taylor, Smith & Taylor Co , returned Friday from a flying trip of a week to some important Western cities in excellent spirits. He placed a number of orders and received assurances that the pottery trade this fall will be unusually active. The Taylor, Smith & Taylor plant is now in full operation with an excellent corps of operatives. They are remodeling a number of their popular lines

and designing new ones. They have a new dinner about ready to launch on the market. Their specialties also will cover a desirable field, and they are generally equipping themselves to meet the most important trade of the country.

* *

Joshua Poole recently resigned as chemist at the Knowles, Taylor & Knowles Co 's pottery to affiliate himself with the Homer Laughlin China Co.

* *

After a service of twenty years, Wm Devon recently resigned as boss kiln firemen at the D. E. McNicol Pottery Co.'s plant. Failing eyesight prompted his action. When about to leave the pottery on his last day of service Mr. Devon was presented by the firm with a large assortment of decorated ware. Members of the kiln crews also gave him a handsome leather traveling case.

Trenton.

Richard Stockton, receiver for the American Lamp and Brass Co., has made a third and final payment of seven and three-tenths per cent. to creditors of that concern. The dividends have totalled twenty-five per cent. It has required over two years to bring this matter to a close.

* *

No line from the Cook Pottery Co. has ever before contained so many new features as that prepared for this fall. In fact, it is doubtful if any American pottery concern has previously introduced such an extensive and diversified assortment of positive novelties By way of illustration, reference might be made to the three offerings in vases. They are not only distinct from each other, but likewise dissimilar to anything shown in preceding years by concerns here and abroad. The Cretona, Nipur and Metalline are their commercial cognomens. The first derives its name from the resemblance which the decoration bears to cretonne patterns in these draperies. The Nipur is colored to imitate the queer old vases that were unearthed in Nipur, India, and now in the collections of ancient pottery at a couple of the most noted American museums. In the Metalline group the body of the ware is clothed in a wine color that has all the appearances of metal. Another excellent adjunct of the line is a newly-formed jardiniere that appears in underglaze hand-painted effects. A series of eighteen different patterns in rail plates and Crown Derby tankard sets, tobacco jars, etc , are also worthy of note.

* *

No pottery in the United States possibly maintains a more elaborate showroom than the one recently opened by the Trenton Potteries Co. It is located on the second floor of the main office building and covers an area of 200 by 50 feet. The room has a steel ceiling, finished in ivory white that harmonizes pleasantly with the ware and also radiates the light perfectly. Dark green side walls and black oak wainscoting form a striking background for the samples. Several large rugs scattered about the floor lend an air of richness to the room that is charming. Along the walls, principally, are positioned specimens of sanitary ware, while in other parts of the room rest particularly fine creations in jardinieres, pedestals, toilet sets. The four large and beautifully decorated vases that elicited so much comment at the St. Louis Exposition are included in the exhibit. Connecting with this room are three sample bath rooms, which have been installed with the various accessories of the toilet and so equipped that practical demonstrations of their operation may be made.

* *

Barclay Tatler, son of W. H Tatler, of the Tatler Decorating Co., had his ankle severely gashed by a mowing machine several days ago. When he was received at McKinley Hospital it was feared that his foot would have to be amputated, but the injured member has since improved very materially.

* *

While en route for a well-deserved rest at the seashore, I. Bentley Pope, of the Pope-Gosser China Co., spent a couple of days in Trenton last week as the guest of his brother, John M. Pope, general manager of the Mercer Pottery Co.

* *

Edw. Du Bois, of the Electrolytic Art Metal Co., left last Monday for a selling expedition through Canada and the West. His itinerary calls for a ten-weeks' tour, with Salt Lake City as the most distant western point to be visited.

Huntington, W. Va.

The Huntington China Co. after a two weeks' vacation started up regularly Monday. Harry Wyllie is now general manager, and Herford Hope superintendent of the manufacturing department. Jos. Manor has resigned and returned to East Liverpool. Mr. Hope has been some years with the Mayer Pottery Co. and is reported to be a skillful and efficient manager, having been under the tutelage and practically an assistant of Ernest Mayer, being his nephew. Business is reported moving smoothly and efficiently at the Huntington, and they are making a good line of ware.

Sebring, O.

Good activity is noted at this pushing little pottery centre, both in its pottery interests and in the growth of the town. Many improvements are making at the various plants. The Sebring Pottery Co. have made an addition to their decorating room and various important improvements on their grounds All the four Sebring plants are busy putting in sprinkler systems, new water tanks, etc The potteries here shut down Tuesday before the Fourth and resumed manufacture regularly on the 9th They generally report good order lines for the season and are confident of a large fall trade. The first half of this year

gave them the largest business of any six months in their history. Frank and Evas Sebring are building themselves fine new residences this summer.

East Palestine, O.

Mary E. Chamberlain, executrix of R. S. Chamberlain, deceased, of East Palestine, has been authorized to sell eighteen shares of stock in the East Palestine Pottery Company at not less than the appraisement, $9,000.

* *

The potteries at this place are among the most busy of the Western plants. Neither took any vacation this month beyond a single day (the Fourth). Business was so crowding that they needed all the ware their plants could possibly turn out this month. The operatives agreed to forego their usual rest and have worked right along to meet the situation.

Syracuse, N. Y.

At the annual meeting of the Onondaga Pottery Co. recently the following were chosen as directors for the ensuing year: Mrs. Eliza A. Pharis, Mrs. Lizzie Crouse Klock Maynard, E. B. Judson, James Pass, C. B. Everson, C D. Avery and George N. Williams. The following officers were elected: President, E. B. Judson; vice-president, James Pass; secretary, C. D Avery; treasurer, G. N. Williams. Executive Committee, E. B. Judson, C. B. Everson and C. D. Avery.

Wheeling.

The potteries are both operating successfully and report business good. The Wheeling Potteries Co., not having taken any July vacation, are making this month's output compare favorably with the preceding ones of the year. Good activity pervades all departments, and shipments are maintaining the strong movement of the first half the year. The salesmen are now generally on their routes and the majority are making gratifying returns. The Wheeling never offered so large and attractive a variety of pottery products as they are doing this summer. They cover the whole field practically in specialties, art ware and general lines of dinner and toilet, and their lines are extended in shapes, variety and decorative treatment. Their sample room is a museum of almost everything in pottery manufacture.

* *

Full activity is reported at the Warwick China Co. and fall business is progressing satisfactorily. Their traveling salesmen have set out again and report encouraging conditions and orders. Their large line of specialties, which have become practically staples in the trade, are moving with a great deal of vigor, while their popular dinner lines in a number of new dresses are receiving the attention their merit deserves. Manager Carr says everything is going satisfactorily. He has returned from his vacation in excellent spirits and improved physical condition, and is highly pleased with the fall opening and prospects.

Zanesville, O.

According to present plans the pottery workers in this city will unite in a grand annual outing to be held next Saturday at Olentangy Park, Columbus. Fourteen special cars have been chartered to carry the excursionists from this city. It is expected that fully fifteen hundred people will attend the outing.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

A M Noordland, with Wm Donaldson & Co, hf, Minneapolis Hoffman.
F J Wilson, with Marshall Field & Co, l, Chicago. Imperial.
A Lyons, with Stix, Baer & Fuller D G Co, hf, St. Louis Wellington.
C G Fogg, with Shepard Co, hf, Providence, R. I. New Amsterdam.
Miss Mann, with Marshall Field & Co, g, Chicago.
Wm E Nowlan, of Williams-Nowlan Co, c, Raleigh, N C.
W L Ledger, with Brown, Thomson & Co, c, Hartford, Conn.
A Levy, t, St Louis. Churchill.
J W Powers, with Jordan Marsh Co, l, Boston. Marlborough.
F W Gremmels, with Emery, Bird, Thayer D G Co, t, Kansas City, Mo. Grand
A P Spengler, with Bush & Bull Co, c, Easton, Pa. Breslin.
C W Carl, with Corner Store Co, hf, Lockport, N Y. Albert.
S W Rosewald, c, Albuquerque, N M.
J J West, with Powers Merc Co, c, Minneapolis.
W C Pfaeffle, c, Enid, Okla.
E C Ninde, c, Fredericksburg, Va.
S Kerr, with National Housefurnishing Co, hf, Salem, Mass. Grand Union
W H Sheldon, l, Middleburg, Vt.
E L Palmer, c, Atlanta, Ga
The Simpson-Keller Co, c, Cincinnati, O.
C H Palmer, c, Chariton, Ia.
McClure 5 and 10-cent Store, c. Atlanta, Ga.
S D Wones, c, Hiawatha, Kas.
A Dallas, c Waterbury, Conn.
A B Kurtz, c, Hornellsville, N Y.
Allentown Crockery Co, c, Allentown, Pa.

EVERY LITTLE BIT HELPS.

SAYS a dispatch from Silver City, N. M., under date of July 12: "An earthquake shock was felt here and at Socorro at 5 o'clock this morning. The shock here did no damage. At Socorro the tremblor was so severe that dishes were broken."

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada..... $2.00
All Foreign countries in the postal union..... 4.50
Single copies..... 10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.
Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 19, 1906.

STAPLES VS. FANCY GOODS.

IN a tour through a number of the large department stores recently it was observed that the proportion of fancy goods carried was largely in excess of the staples. In other words, the stores were apparently catering to the desire for the luxuries of the trade rather than the necessities. Now, while there may be a larger percentage of profit in fancy goods, it is a question if there is as much money in that end of the business in the long run as there is in staples. Of course, third-pint tumblers are staples, and there is little or no profit in them; but there are other wares in constant demand on which there is a good margin. Such goods are "turned" frequently; and while there may not be as large a percentage of profit on each sale, the frequent turns will aggregate more than on slower-selling wares.

A well-stocked store will have a good assortment of everything, of course; but it is not possible always to gauge the tastes of people, and sometimes there will be a run on a thing which appears least likely to be popular. On the other hand, an article which was thought would be a good seller hardly moves at all. In fancy goods such experiences are common, and there are few buyers who do not find fault with themselves occasionally because they bought too much or too little. The same thing is likely to occur with staples, but with this difference, that some time or other the staple article is bound to be wanted, and there is not so much chance of having to put it on the bargain counter.

Establish a reputation for always being able to supply the wants of customers for the necessary articles in pottery and glass, and there is a better chance of selling the other things which come under the head of luxuries. Nothing is more provoking to a consumer than to call for an article of everyday use and be told that "it is not in stock, but we will get it for you." Three or four experiences of this kind will give the store a bit of advertising that is not of the right sort, and people will go to an establishment where they have their wants supplied promptly.

The bulk of ornamental goods are purchased not because people need them, but because they strike the fancy. The vase or piece of cut glass looks pretty, the price is all right, and it is bought then and there. The purchase of a dinner set, however, is quite another matter, and one that requires consideration and sometimes a deal of shopping. Cater to this class of customers—let them understand that you can supply the needed things—and you will have no trouble in selling them the fancy goods.

PERSONAL.

IN the office of a certain Western hotel, where he registered one day during his recent tour with Blakeman & Henderson's line, Fred Farrell met a self-satisfied young salesman from New York.

The two had previously enjoyed only a casual acquaintance, Farrell merely remembering him as having been the selling representative of an East Side dealer in "thirds." But the self-assured one rushed forward at the approach of Farrell and greeted him as if he were a long-lost brother.

"Hello, Farrell, old boy!" he shouted, in a voice that penetrated to every corner of the office; "still peddling china, I suppose."

Farrell quietly replied that he continued to represent a French china house, and, although angered at the slighting reference to his business, repressed his indignation sufficiently to ask the young man if he were still selling pottery.

"Me? Not much! No more china in mine. I'm selling a line of cigarettes now."

"Ah! And did the firm send you out as a sample?" was the stinging inquiry of Farrell.

But there was no answer. The fresh youngster, discomfited by the laughter of bystanders who had overheard the dialogue, had beaten a hasty retreat.

After a very pleasant period of recreation along Lake George, E. C. Ledger has returned to duty at C. Dorflinger & Sons. So far as Mr. Ledger's legion of friends is concerned, the pain of separation during his absence was softened by the receipt of many sou-

venir post-cards from the considerate Edward. Among them were snaphsots of various vacationers engaged in the capture of fish. It was observed, however, that Mr. Ledger himself appeared in none of these pictures. Possibly it was merely his superlative modesty which restrained Ed from sending along evidences of his angling exploits, for such patience, artfulness and skill as he possesses should surely prove more than equal to the natural elusiveness of the finny tribe.

⚜

Thomas Hamilton, buyer for James McCreery & Co., this city and Pittsburgh, and Miss Renton, similarly engaged with Hahne & Co., Newark, N. J., recently returned from purchasing invasions of Europe.

⚜

Among the sojourners in the White Mountains at present is J. D. Dithridge, manager of the New York office of the Bryce Bros. Co. Mr. Dithridge will remain there until about August 1.

⚜

Friends in the District of Wm E. Nowlan have been favored by calls from him during the past three days. "Billy," whose personality hasn't been affected just because he is now a member of the firm of Williams-Nowlan Co., Raleigh, N. C., was formerly a salesman for Maddock & Miller. He is here to make purchases and, incidentally, familiarize a Southern friend who accompanies him with various points of interest in and about New York.

⚜

F. W. Jenkins, of F. W. Jenkins & Co., is due to reach here on Saturday from Europe. His name appears on the passenger list of the Provence.

⚜

Jas. B. Boote, son of Edw. Boote, is recovering from the effects of an attack of typhoid fever that has confined him to bed for three weeks. The crisis in his condition was happily passed several days ago.

⚜

Chas E. Lincoln, who traveled for several years through New England as a selling representative of S. A. Weller, was a New York visitor several days ago. He recently closed his connection with the Weller concern.

⚜

J. Moore, who formerly managed the china department of the Prager Co., San Francisco, Cal., has engaged in a similar capacity with Weinstock, Lubin & Co., Sacramento, Cal.

⚜

F. T. Nicholson, with Gillinder & Sons, is spending four weeks in Toronto, Can., his former home.

⚜

C. F. Sandbeck, who managed Chas. Brown & Son's china department, San Francisco, for several years, has assumed charge of A. Schleutter & Co.'s department, Oakland, Cal. Mr. Sandbeck's position with Chas. Brown & Son is now being filled by H. Lipman, who formerly bought for the Emporium, also in 'Frisco

⚜

Among this week's arrivals in town is L. A. Carter, who has given up the management of Mandel Bros ' china department in Chicago to take charge of L. D. Bloch & Co 's new art and bric-a brac department, this city

⚜

Wm. D. Dougherty, with the Consolidated Lamp and Glass Co., is home from a New England expedition that engaged his attention for several weeks.

⚜

J. B. Cooper leaves next Monday with Edw Boote's samples for a tour of the South and Middle West This is Mr. Cooper's second engagement with this house, his former contract having been nullified to enable him to engage in business in Jamaica, L. I

⚜

Among the visitors in town is A. Harris, head of the Harris-Lipsitz Co., which was recently incorporated with a paid-in capital of $500 000 to conduct a new and handsome department store in Dallas, Texas. C. A. Darling has been appointsd the company's New York representative. He is at 258 Church street.

⚜

Occupying a sample-room this week at the Hotel Bartholdi, this city, is Geo. T. Jackson, with the Liberty Cut Glass Co.'s line. Next week Mr. Jackson fills an engagement in Boston.

⚜

Boston's jovial citizen, Geo. A. Granville, came into town on Tuesday for a visit of only a few hours. While attracted here by a business appointment, he also took occasion to hunt up some of his numerous friends. George is doing finely down Boston way—a fact that is best evidenced by his removal about August 1 from 141 Franklin street, where he occupies a sample-room on the second loft, to a showroom on the main floor at 95 Pearl street. He has just added the Cambridge Art Pottery Co. to the six other domestic lines that he has been representing for some time.

⚜

H. P. Muirheid, with Maddock & Miller, is registered at the Breakers, in Spring Lake, N. J., until the end of July. Mrs. Muirheid and their son accompany him.

⚜

Leonard Stock, with Chas. Ahrenfeldt & Son, is enjoying a brief period of ease and quiet at Bullville, Pa. That Mr. Stock's absolute tranquility is not likely to be disturbed in Bullville is indicated by the fact that none but the larger maps of Pennsylvania include the place. Mail, however, is collected at Bullville, for a letter reached a friend of Mr. Stock's a few

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days ago. It contained the declaration that he had accomplished the capture of a pickerel weighing four and a half pounds. The suspicion that Mr. Stock's success was attributable to the blindness of the fish is indignantly refuted.

W. S. Pitcairn is expected to reach New York on Saturday from Europe. He is a passenger on the Caledonia, sailing from Glasgow.

Geo. S. Brush, secretary of the J. B. Owens Pottery Co., reached New York on Tuesday for the purpose of adjusting business details in connection with the local interests of his firm.

Mrs. Ida Weill, who was for many years identified with the trade and latterly bought china for Loveman, Joseph & Loeb, of Birmingham, Ala , is now in charge of the perfumery counter in Hegeman's drug establishment at Forty-second street and Broadway, this city.

After a honeymoon trip through Canada and New England, W. H. Cassell arrived in New York last Friday with his bride, who was formerly Miss Daisy Johnson, of Bellaire, O. The couple are quartered at the Hotel Astor, but propose to leave here this week for Atlantic City, and after a brief stay there will return to Wheeling, W. Va., where Mr. Cassell is manager of sales for the Central Glass Works.

Chas. L. Casey, president of the Cambridge Art Pottery Co., came here on business early this week.

Richard Briggs, of Boston, was a short-time visitor to New York this week. He returned on Wednesday night to his home.

Jos. Hurd, with W. S. Pitcairn, is able to leave his bed after suffering for two weeks from the effects of a fall down a flight of stairs at his home in Mount Vernon, N. Y. Mr Hurd had just ascended the stairway when his foot slipped on the oiled surface. One rib was fractured and he was otherwise badly bruised, but he hypes to resume his business duties next week

FAILURES DURING THE PAST QUARTER.

ACCORDING to the regular compilation in "Dun's Review," June made the most satisfactory exhibit as to amount of defaulted indebtedness of any month since last October, and compared favorably with the corresponding month of every year since failures were compiled in this form, with the single exception of 1899; and even in that case there was a small decrease in nnmber of insolvencies. As current mercantile conditions are best indicated by the latest period for which a comparison is available, the splendid showing for the month of June is calculated to engender sentiments of great confidence in the future.

The figures given out for the second quarter of the year of the liabilities of failures show that those of the manufacturers of glass, earthenware and brick were $309,430 as compared with $410,572 the preceding year. The dealers in crockery and household furnishings who failed during the same period had liabilities of $330,120 as against $208,596 in 1905.

A CHANCE FOR SALESMEN.

THE Wells-Clarke China Co. will be in the market with ware on January 1, 1907. They will require four men on the road—one each for the East, South, Middle West and the Pacific Slope. The new company will operate the plant now run by the Homer-Laughlin China Co., the latter moving to Newell, across the river from East Liverpool, O. Of course, only first-class men will be considered. The com pany will have high grade goods to sell, and require the right men to sell them. The announcement is made thus early in order to give salesmen an opportunity to figure on a position for next year.

FUTURE OF THE BARBERTON POTTERY.

THE project to convert the Barberton, O., China Co.'s plant into a porcelain factory for the manufacture of electrical goods will be determined this week. The only thing that stands in the way of the deal being closed immediately, according to apparently authoritative rumor, is the deposit of $20,000, which it is said certain capitalists in Barberton and Akron have promised to subscribe. A. L. Dyke is promoting the deal.

NON-REFILLABLE BOTTLE AT LAST.

AT last the non-refillable bottle is a possibility. Indiana manufacturers and operatives in this line have solved the problem, but in a rather unexpected way The non-refillable properties of the bottle that they propose to make do not lie in the detail of its construction, but, instead, solely upon legislative action. This line of description, perhaps, might be confusing to the average mind. But the logic of the proposition will become apparent after reading this interesting bit of information from Vincennes, Ind.:

"A bill having for its object the prevention of a bottle's use the second time is to be presented at the instance of Indiana manufacturers at the next General Assembly. The suggested measure provides that it shall be unlawful for any person to collect bottles

previously used unless the latter have been so broken as to be unfit for subsequent use. Neither shall any person offer used bottles for sale, nor shall bottles or jars be refilled. A fine of $25 and imprisonment in the county jail for a period of twenty days is provided as a penalty for violation of this law."

Thus is the non-refillable phantom, for years pursued by all sorts and conditions of men, about to meet its inglorious finish.

BUSINESS BRIEFS.

The Boschelli Non-refillable Bottle Co., Camden, N. J., has been incorporated. Capital, $250,000.

A glass factory is to be erected in Beaumont, Tex , and will probably be ready for operation by October 1.

Incorporation papers have been filed by the Crystal Mirror and Art Glass Co., Cleveland, O. Capital, $5,000.

A Japanese department has been added to the attractions of A. D. Matthews' Sons' store on Fulton street, Brooklyn.

Incorporation articles have been filed by the National Bottlers' Supply Co , New York city, dealers in bottles. Capital, $50,000

The D. K. Carpenter Corporation, Brockton, Mass., has been incorporated to manufacture gas and electric goods. Capital, $3,000.

The Utica, N. Y., Crockery Co., which has leased the stores at 29-31 John street, has purchased the $20,000 bankrupt stock of Pike & Madoc.

Louis Corey has removed his crockery and glassware stock to the Bucknam block, Eastport, Me , and has continued his dry goods store in the Burns block

The Matthews Chimney Co. has filed suit against the Crunden-Martin Woodenware Co , St. Louis, Mo., for $2,744 71 alleged to be due on several shipments of chimneys made at various times between April 1 and May 10, 1906, to points in Missouri, Illinois, Indiana and Iowa.

A petition in bankruptcy has been filed against the Auto Lighter Co., manufacturers of self-lighting mantles at Park avenue and 126th street. Deputy Sheriff Murray has received two executions against the company in favor of the Fourteenth Street Bank for $1,225 and Welsbach Gas Lamp Co. $519, but found nothing of value to levy upon.

A special meeting of the stockholders of H. O'Neill & Co., this city, will be held at the office of the company, Sixth avenue and Twenty-first street, at 11 a. m., July 25, to act on the proposed consolidation with the Adams Dry Goods Co. A special meeting of the stockholders of the Adams Dry Goods Co will be held at 10 a. m. on the same day to act on the same proposition

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of May, 1906, compared with the same month in the preceding year, are as follows:

	1905	1906
Great Britain	$223,595	$246,327
Austria	50,918	69,914
France	92,373	170,747
Germany	427,291	324,327
Other Europe	36,369	30,593
Japan	98,025	182,877
Other Countries	11,583	9,208
Total	$940,154	$1 033,493

FOR ELEVEN MONTHS ENDING MAY.

	1904	1905	1906
Great Britain	$2 926,022	$2,598 905	$2,515,113
Austria	779,862	841,676	941,526
France	1,802,233	1,578 352	1,824,209
Germany	4 364,302	4,332,430	4,650,688
Other Europe	316,223	345,040	814,832
Japan	628,131	844,535	1,364,957
Other Countries	77,872	98,294	93,38 :
Total	$10,894,644	$10,639,232	$11,703,707

TOYS

	1905	1906
France	$ 10,263	$ 8,915
Germany	297,012	341,039
Other Europe	10,330	7,269
Other Countries	5,970	13,349
Total	$323,575	$370,572

FOR ELEVEN MONTHS ENDING MAY.

	1904	1905	1906
France	$ 130,967	$ 157,674	$ 138,748
Germany	4,071,549	3,993,550	4,791,578
Other Europe	150,586	143,343	164,312
OtherCountries	107,675	116,022	169,501
Total	$4,460,777	$4,410,589	$5,264,139

GLASSWARE.

MAY.		FOR ELEVEN MONTHS ENDING MAY.		
1905	1906	1904	1905	1906
$254,768	$231,826	$2,884,255	$2,714,380	$3,008,015

WHY SOME DEPARTMENTS DON'T PAY.

SCENE—China department of a prominent Sixth avenue department store.

TIME—Afternoon of a fairly busy Monday.

CHARACTERS—Tall, slender saleslady with a rasping voice. Shorter and plumper saleslady skilled in the mastication of chewing-gum, and terribly anxious to avoid work. Quiet old lady in search of a chocolate set.

Enter Quiet Old Lady—"Madam, I would like to see something nice in the way of a chocolate set"

Tall, slender person continues to lounge comfortably against a nearby table, but condescends to bestow a glance upon the visitor. "'Taint my department," finally issues from between her teeth. "I'll call Mame. Hey, Mag! where's Mame?"

"Whatyerwant?" comes back from the rear of a pile of refrigerators some distance down the department.

"Chase yerself this way, Mame! Customer!"

"Toobusynow. Bethereinaminute"

Pause. Five minutes go by and quiet old lady is still waiting. A passing saleslady is appealed to by quiet old lady to sell her a chocolate set. She mumbles something about its being "Mame's department" and continues on. Five minutes more pass, when quiet old lady, surprised and annoyed, ascends the stairway and heads for the nearby establishment of a competitor.

Moral: Failure of a china department is not always traceable to a lack of patronage.

20-MULE BORAX TEAM HALTS FOR REPAIRS.

AFTER a continuous trip of more than seventeen thousand miles on the roundabout exhibition route from Death Valley, Cal., the "20-Mule Borax Team," of the Pacific Coast Borax Co, has come to a temporary pause at Wheeling, W. Va., for repairs and refitting. Although the two huge borax wagons and the 5,000-gallon water tank wagon are still in good condition, and could probably be used for another year without repairs, it has been considered expedient to repaint them and give this historic and primitive transportation relic of the West a chance to endure longer in the wet and changeable climate of the East. These vehicles were built and used for transporting borax out of the exceedingly dry Death Valley, across the almost as dry Mojave Desert to Mojave, and in the dozen or so years they were used in that region they never had or needed a coat of paint; but coming into the East on an exhibition tour it was thought advisable to keep them painted Some idea of the size of the wagons and the unusual surfaces to paint may be gathered from the fact that it will cost $600 for the painting alone The amount of materials to be used would be sufficient to give fourteen freight cars one coat each. Most people know of the team by representation, but some have imagined it to be only a clever fiction of the advertiser's fertile brain. Once the huge wagons and the twenty-four mules driven by a single jerk line have been seen, this notion disappears.

AN INSTRUCTIVE LITTLE VOLUME.

"TALKS by the Old Storekeeper," from the pen of Frank Farrington, relates the experiences of one Tobias Jenkins, who, after accumulating sufficient means to enable his retirement, sells out to John Barlow, a considerably younger man. Incidental to the sale, the Old Storekeeper tenders some advice to his successor that might profitably be digested by merchants of this day. His views on store management, advertising, window displays, special sales, treatment of men behind the counter, clerks who handle the money, etc., are worthy of the consideration of all who may be in a position to profit by really valuable suggestions of this kind.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending July 17, 1906.

ANTWERP

191	packages	glassware	B Gunthel
5	"	"	A Berger & Co
21	"	"	J D Bergen Co
27	"	"	Knauth, Nachod & Kuhne
84	"	"	Miscellaneous Orders
15	"	chinaware	A G Moment
8	"	"	C E Wheelock & Co
13	"	earthenware	Geo Borgfeldt & Co
65	"	"	G F Bassett & Co
1	"	"	Hamburger & Co
10	"	"	Koscherak Bros
27	"	"	Fensterer & Ruhe
74	"	"	L Straus & Sons
82	"	"	Strobel & Wilken Co
206	"	toys	L H Mace & Co
184	"	"	B Illfelder & Co
68	"	"	Samstag & Hilder Bros
7	"	"	G W Travers
2	"	"	Hamburger & Co
46	"	"	Geo Borgfeldt & Co
117	"	"	Amberg, Brill & Co
165	"	"	R F Downing & Co
83	"	"	C B Rouss
109	"	"	Strobel & Wilken Co
299	"	"	Miscellaneous Orders

BREMEN

80	packages	glassware	L Straus & Sons
80	"	"	Strobel & Wilken Co
157	"	"	Miscellaneous Orders
105	"	earthenware	Geo Borgfeldt & Co
39	"	"	Karl Hutter
47	"	"	Knauth, Nachod & Kuhne
110	"	"	Strobel & Wilken Co
20	"	"	Miscellaneous Orders
6	"	chinaware	C E Wheelock Co
66		toys	Geo Borgfeldt & Co
20	"	"	Hamburger & Co
7	"	"	Knauth, Nachod & Kuhne
29	"	"	F A O Schwartz
41	"	"	G W Travers
175	"	"	F W Woolworth
187	"	"	Strobel & Wilken Co
83	"	"	Miscellaneous Orders

COPENHAGEN

342 packages glassware ..... Geo Borgfeldt & Co
2 " chinaware ..... Christian Scherfig
1 " " ..... J H Venon
2 " " ..... Miscellaneous Orders
9 " earthenware ..... Christian Scherfig
36 " " ..... Bawo & Dotter
15 " " ..... J H Venon
2 " " ..... Miscellaneous Orders
231 " toys ..... Geo Borgfeldt & Co

ROTTERDAM

994 packages earthenware ..... Geo Borgfeldt & Co
16 " " ..... L D Bloch & Co
1 " " ..... Bawo & Dotter
38 " " ..... Samstag & Hilder Bros
4 " " ..... A Steinhardt & Bro
20 " " ..... L Straus & Sons
15 " " ..... Strobel & Wilken Co
49 " " ..... Miscellaneous Orders
82 " chinaware ..... C E Wheelock & Co
4 " toys ..... Samstag & Hilder Bros
32 " " ..... Strobel & Wilken Co

TRIESTE

20 packages glassware ..... K scherak Bros

HAMBURG

83 packages glassware ..... L Straus & Sons
6 " ..... Bawo & Dotter
23 " " ..... G F Bassett & Co
129 " ..... Eimer & Amend
78 " " ..... Fenesterer & Ruhe
14 " " ..... O Goetz
9 " ..... Hamburger & Co
10 " " ..... Kmy-Scheerer Co
6 " " ..... Zeh & Co
6 " " ..... J Palme
4 " " ..... N Wapler
20 " " ..... Strobel & Wilken Co
171 " " ..... Brown Bros
10 " " ..... R F Downing & Co
135 " " ..... O O Friedlander
96 " " ..... Fondev lle & Van Iderstine
577 " " ..... W R Noe
29 " " ..... Samstag & Hilder Bros
48 " " ..... Vogt & Dose
3 " " ..... J Wygard & Co
681 " " ..... Miscellaneous Orders
29 " chinaware ..... C E Wheelock & Co
28 " earthenware ..... A Steinhardt & Co
10 " " ..... Chas Ahrenfeldt & Son
13 " " ..... F Bing & Co
538 " " ..... Geo Borgfeldt & Co
90 " " ..... Bawo & Dotter
15 " " ..... G F Bassett & Co
12 " " ..... Fensterer & Ruhe
26 " " ..... O Goetz
2 " " ..... Hamburger & Co
19 " " ..... B Illfelder & Co
14 " " ..... L Straus & Sons
2 " " ..... Zeh & Co
50 " " ..... Julius Palme
68 " " ..... Strobel & Wilken Co
10 " " ..... N Wapler
159 " " ..... F W Woolworth
66 " " ..... J Wygand & Co
96 " " ..... Miscellaneous Orders
218 " toys ..... B Illfelder
16 " " ..... Bawo & Dotter
36 " " ..... C B Reuss
26 " " ..... Samstag & Hilder Bros
59 " " ..... F A O Schwartz
13 " " ..... G W Travers
21 " " ..... Geo Borgfeldt & Co
1 " " ..... Hamburger & Co
1 " " ..... Julius Palme
95 " " ..... Strobel & Wilken Co
80 " " ..... R F Downing & Co
553 " " ..... Miscellaneous Orders
6 " harmonicas ..... Strobel & Wilken Co

LIVERPOOL

14 packages chinaware ..... Bawo & Dotter
54 " " ..... C Ahrenfeldt & Son
71 " " ..... F P Abbot
32 " ..... Endemann & Churchill
16 " ..... L D Bloch & Co
17 " " ..... Ceramic Importing Co
181 " " ..... Haviland & Co
6 " " ..... Strobel & Wilken Co
14 " " ..... Miscellaneous Orders
12 " glassware ..... Strobel & Wilken Co
1 " ..... E Boote
3 " ..... Miscellaneous Orders
25 " earthenware ..... Bawo & Dotter
29 " ..... Geo Borgfeldt & Co
15 " " ..... O Goetz
6 " " ..... Meakin & Ridgway
9 " " ..... R Slimmon & Co
11 " ..... E Boote
6 " ..... J Davison
6 " " ..... The Rowland & Marsellus Co
12 " ..... Maddock & Miller
4 " ..... L Straus & Sons
5 " ..... J Wygand & Co
16 " " ..... C E Wheelock & Co
20 " " ..... Strobel & Wilken Co
45 " " ..... Miscellaneous Orders
27 " toys ..... Strobel & Wilken Co
1 " harmonicas .....

CHRISTIANA

27 packages glassware ..... Geo Borgfeldt & Co
9 " chinaware ..... Ceramic Importing Co

GENOA

83 packages earthenware ..... Geo Borgfeldt & Co
5 " ..... Miscellaneous Orders

SOUTHAMPTON

31 packages chinaware ..... C Streiff
6 " " ..... Bawo & Dotter
11 " ..... C L Dwenger
42 " " ..... Paroutaud & Watson
20 " ..... Vogt & Dose
23 " " ..... Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

HAMBURG

104 packages earthenware ..... Jones, McDuffee & Stratton Co
34 " " ..... R F Downing & Co
15 " " ..... C J Pierce & Co
11 " " ..... W N Proctor & Co
1 " " ..... Adams, Cushing & Foster
3 " " ..... L Wolf & Co
8 " " ..... Houghton & Dutton
338 " " ..... Geo Borgfeldt & Co
201 " " ..... First National Bank
2 " ..... Patterson Wylde & Co
62 " " ..... Boston and Maine Railroad
3 " ..... Miscellaneous Orders

COPENHAGEN

243 packages earthenware ..... Geo Borgfeldt & Co

LIVERPOOL

23 packages earthenware ..... Jones, McDuffee & Stratton Co
6 " " ..... Jordan Marsh Co
11 " " ..... F W Miller & Co
141 " " ..... Mitchell, Woodbury Co
6 " " ..... Rowland & Marsellus Co

ANTWERP

7 packages earthenware ..... Jones, McDuffee & Stratton Co
5 " ..... J B Moors & Co
44 " " ..... R F Downing & Co
51 " " ..... L Wolf & Co
198 " ..... Geo Borgfeldt & Co
29 " " ..... Miscellaneous Orders
2 " chinaware ..... C E Wheelock & Co



IT is still quiet in the District. Few buyers are yet observed around the wholesale houses, although the number is apparently larger than that of the preceding week. Reference to order-books, though, will probably bear out the statement that it is little, if any duller, than at this time last year.

A change has been made in the method of displaying samples on the main floor at Chas. Ahrenfeldt & Son's headquarters. Three of the large double shelved tables that were formerly positioned near the entrance have been supplanted by smaller and more attractive ones, thus enabling the concern to arrange exhibits in such a manner as to be more readily and thoroughly observed than under the former arrangement.

New and very handsome oak display cases have just been installed in the main showroom of C. Dorflinger & Sons, replacing the less modern and elaborate cherry cases, which are now utilized for the exhibition of samples on the second floor. The new cases are not only more ornamental, but they also possess a greater capacity and are so constructed that samples may be viewed more thoroughly and satisfactorily than heretofore.

Basaltine ware is the very latest of the art creations of Frank Beardmore & Co., whose American interests are now represented by Fondeville & Van Iderstine Specimens of the line are being displayed to advantage at the headquarters of the latter firm, 37 Warren street. Basaltine establishes a positive innovation in ceramic decorating. Its subjects are wholly classical, deriving their inspiration from the Greek warriors and maidens with whom history has familiarized us. There are no groupings of figures in these decorations, each male or female subject being painted apart from the other. They are garbed and posed with historical accuracy, and stand out with striking vividness on the novel groundwork of the ware. The most striking ground, possibly, is the matt black, which causes the Grecian figures to stand forth with rare distinctness and sharpness of outline. Groundworks of red and blue also appear in this line, which is calculated to excite a lot of surprised and favorable comment before long.

An uncommonly large number of improvements to the interior of downtown showrooms is in progress.

A special art ware display case is being constructed on the easterly side of W. H. Dunn & Co.'s showroom for the exposition of a line of art pottery that is undeniably new in every detail. In fact, nothing even approaching it has ever before been attempted by a domestic or foreign factory. Announcement of the character of this line will be made in a future is sue.

In the construction of the new gas and el ctric portables from Gill & Co. a combination of verde and old brass has been employed. The pleasing verde color is also joined with a brushed brass and black finish in the same line. Other finishes brought out for the first time this season are the steel, Japanese bronze and Japanese mottled colorings, which, with all of the standard finishes, place the concern in a position to satisfy the most varying tastes The Gill exhibit has also been supplemented lately by a unique fish globe in four sizes. The foot is separated from the globe in this line, the rounded bottom of the globe fitting snugly into the grooved top of the foot.

Apparently there is no limit to the ideas that may be utilized in the fashioning of leaded, bent and mosaic shades. At least, that is the impression one would obtain from the assortment presented by A. H. Hoag & Co. The diversity of designs exploited and their equality of merit really prohibits individual description. But it is safe to state that there are shades in the line that mark a refreshing innovation

in goods of this character. The shades, however, form only one feature of the exhibit. There are also hanging dining and library fixtures for gas and electric attachment that are calculated to command quite as much attention from the trade.

Japanese silk shades are reproduced with astonishing fidelity in glass by the Pittsburgh Lamp, Brass and Glass Co. The dainty, odd, decorative conceptions so characteristic of Japanese art are imitated as closely as the exceptional skill of the Pittsburgh's corps of painters will permit. The dark bands of wood that form the frame-work of the Japanese shade are substituted merely by black paint, but the resemblance to the original is positively astonishing. There are floral, game and other studies typical of the Japanese style of ornamentation on these shades. This effort to create prototypes of the "Jap" lamps is not, however, confined wholly to shades. The body of the pieces exploit the same treatments, as do also the globes of other lamps in the assortment. It is not exaggerated praise, by any means, to describe these lamps as so closely reproductive of their Japanese originals as to defy distinction at a reasonable distance.

Of the numerous ceramic novelties in the Roseville Pottery Co.'s exhibit there is none more radical in decorative treatment than the jardinieres and pedestals attired in conventionalized landscape paintings. To the "peds" are imparted landscape views in which tall, majestic trees are most conspicuous. The "jars" also contain similar scenes, but they are partly hidden from view by reproductions of cherries and leaves, of a conventional character, that are executed largely in enamel colorings. Around the rim of the jardinieres are depicted geese in the act of flying. Brown, golden yellow, orange and various tones of green are employed in the decoration of these pieces, which, while modern in certain respects, are also suggestive of Japanese designing.

New showrooms have been engaged on the third floor at 150 Nassau street by the Simon-Cowan Co., which was formerly located at 1133 Broadway. This concern represents the Limoges China Co., Shenango Pottery Co., United Mfg. Co, Wm. Brunt Pottery Co. and other domestic factories.

Payment has been made of the third and final dividend in the bankruptcy case of Mikael Samuel & Co., formerly importers of Swedish, Finnish and Russian china on Barclay street. The third dividend amounts to four and a half per cent., making a total dividend of nineteen and a half per cent. that the creditors have received.

DISPLAY will attract attention—but the argument must sell the goods.—*Printers' Ink.*

IN THE HOUSEFURNISHING WORLD.

The Waterloo Broom Co. is about to open a factory in Waterloo, N. Y.

* *

J. W. Cherry's handle factory, Adrian, Mich., was recently destroyed by fire.

* *

The Springfield Department Store, Boston, Mass., has been incorporated. Capital, $25,000.

* *

A charter has been issued to the Hunter Brush Co, Cincinnati, O., capitalized at $10,000.

* *

According to the recent action of the Costa Rican Congress relative to importations, brooms have been placed on the free list.

* *

The third annual outing of the employes of the Sweeney Company, Buffalo, N Y., was held recently. Nearly 1,000 of the employes of the big department store, their friends and families, attended the affair. Two special trains on the Michigan Central conveyed the people to Ontario Heights, Niagara River.

* *

A certificate of limited partnership between Arthur Gibb and John Richmond Gibb, of Islip, L. I, as general partners, and Frederick Loeser, of Stuttgart, Germany, and Herbert Lee Pratt, of Brooklyn, was filed in the Kings County Clerk's office Saturday morning. The last two are special and contribute $300,000 each to the business for the purpose of continuing a limited partnership under the style of Frederick Loeser & Co. The partnership began on June 20 last and expires February 1, 1912.

PERMANENTLY LOCATED.

HIMMELSTERN BROS., manufacturers' agents for crockery, glass and lamps, have secured permanent quarters at York street, near Twentieth, San Francisco, Cal., where all communications should hereafter be addressed

---

VENETIAN ART GLASS CO. SOLD.

A BUSINESS transaction of more than ordinary interest to the manufacturers of and the dealers in art glass shades was recently closed. The firms concerned were the Unique Art Glass and Metal Co., of Brooklyn, and the Venetian Art Glass Co, of this city. The Unique succeeded in purchasing outright the Venetian concern, including the name, plant, patterns, molds, stock, and everything pertaining to the latter's business. The acquirement of these increased facilities now enables the Unique to respond to the most exacting demands of the trade.



Pittsburgh and Vicinity.

The second week in July at the glassware factories was a busy one in the offices. The inventories were generally completed, the closing work of the year pushed well along, and repairs made, so that a number started the new fire Monday. New announcements are b[illegible]out to the trade this week for fall busines[illegible] Trade in the South is very promising, also [illegible]Northwest and on the Pacific Coast. A few traveling men will go South during the present week, and an occasional one will set out for the far West. The large proportion of them, however, are not expected to go on regular routes before about August 1.

The United States Glass Co. started the new fire in nearly all their plants this week Manufacturing with them, therefore, is now practically in regular operation. Office business is now well along and the employes are beginning to take their vacations in relays. Everything is reported moving satisfactorily with them and fall prospects are unusually bright.

Business at the Pittsburgh Lamp, Brass and Glass Co is reported unusually good. They have had a very active trade in all branches of their business this year, and report the demand for lamps to be the best so far this year in their history. Their three plants are now operating regularly, and their demands are pressing manufacturing closely.

Bellaire, O.

The Imperial Glass Co. started their new fire this week. Their output the past year was larger than any preceding one, and with the regular operation of their new tank this fire their production will be still larger The high grade of their metal, the use of the most improved appliances and methods, the very wide range of their manufacture and the extended variety of patterns have enabled them to occupy the highest plane of glass making, and their success, for such a large, new plant, has been phenomenal. Their factory represents the greatest economy and efficiency in manufacturing, together with every convenience and comfort for their workmen

Moundsville, W. Va.

The Fostoria Glass Co have completed repairs and are commencing their new fire the present week. The volume of their past year's business has been large and very satisfactory. All general lines have moved well and their lamp trade is maintainiug its usual success, with bright prospects of closing the year with the largest business ever done.

Wheeling and Vicinity

Several of the glassware factories are starting their new fires this week, and all expect to be in operation before the close of the month The outlook at the majority of the plants is very bright, and the new fire is opening under favorable auspices.

Follansbee, W. Va.

The new plant of the Jefferson Glass Co here is progressing finely and is expected to be ready for occupation within thirty days. The Jefferson will remove from Steubenville at the earliest practical moment The new factory will have every modern improvement.

Findlay, O.

The annual officers' and stockholders' meeting of the Findlay Clay Pot Co. was held recently. The entire board of directors was re-elected. They are E. Hirsch, Duquense, Pa.; Valentine H. Gabler, Coffeyville, Kan.; C. H. Lambie, Washington, Pa.; W. S. Parker, Wm. Tait, A. S. Zopfi, and Chas. Crispin, of Findlay. The officers elected were as follows: C. H. Lambie, Washington, Pa., president: A. S. Zopfi,

Findlay, vice-president; Chas. Crispin, Findlay, secretary-treasurer and general manager.

Lancaster, O.

The Ohio Flint Glass Co. closed a very satisfactory fire last month They are starting the new fire this week and are showing some new effects in their "Krys-Tol" ware for the fall and holiday trade. Their lines are achieving gratifying success, and "Krys-Tol" glass is becoming a household word.

Tarentum, Pa.

The Tarentum Glass Co. are putting in their new fire this week and are commencing bnsiness under favorable auspices. They have maintained their full share in the trade this year with their popular, extensive line of utility specialties and their incomparable 1906 tableware pattern, which has achieved an enviable reputation during the year.

Fairmont, W. Va.

The Monongah Glass Co. are doubling their capacity for the new fire by making an addition of 125 by 450 feet. Increased capital has been secured. Mr. Moulds is president and Mr. Heintzelman is secretary.

STEIMER GLASS CO.'S AFFAIRS.

NEGOTIATIONS are pending for the organization of a company to resume manufacture at the plant in Buckhannon, W. Va., heretofore operated by the Steimer Glass Co The latter concern is now out of existence, and B. F. Pritchard, the general manager, is disposing of the stock and otherwise occupying himself with the idea of liquidating the debts. Mr. Steimer, who is out of the company absolutely, is now interesting himself in a machine for the gathering of glass, of which he is the patentee.

Mr. Pritchard was in New York several days ago. He said he proposed to take no definite action relative to the formation of a new company to operate the plant until after the affairs of the Steimer Glass Co. had been closed up to the satisfaction of all concerned

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

WANTED—Good line of rich cut glass at reasonable prices by a good salesman, on commission, for New York and vicinity. References furnished. Address A. A , this office.

HELP WANTED.

MAKERS of fine table glassware require a traveling salesman to cover Wisconsin. Address Box 401, this office.

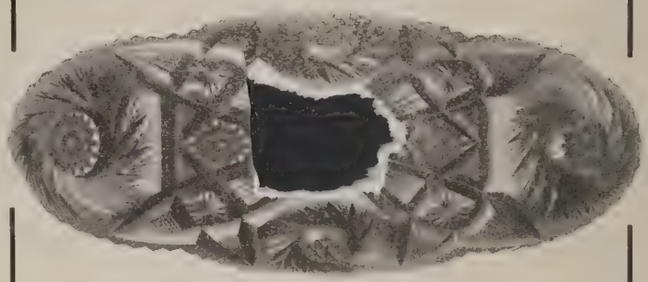
FOUR high-class salesmen wanted by a Western pottery on January 1, 1907 One each for the Fast, South, Middle West and extreme West. Address Box 405, this office.

WANTED—Experienced salesman for established line of cut glass in New England and Middle West. Address Box 774, Corning, N. Y.

WANTED—Salesman traveling through the Southern and Southwestern States with china and crockery, to take a side line of cut glass. Address Box 403, this office.

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equalled. Absolutely the best quality, with low price.

H. C. Fry Glass Co.,

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.



Fish Globes,
Cake Covers,
Aquariums

SEND FOR PRICES.

New York Agent,
PAUL JOSEPH, 55 Park Place

James J. Murray & Co.,

MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.

Endemann & Churchill,

COMMISSION MERCHANTS AND IMPORTERS

50 Murray St., P. O. Box 3000 New York.

Sole Agents for

L. BERNARDAUD & CO.,
Successors to R. DELINIERES & CIE.,
Limoges, France,
Manufacturers and Decorators of French China.



S. REICH & CO.,
Vienna and Berlin,
Royal and Imperial Austrian Glass Manufacturers.

DUMLER & BREIDEN,
Hohr a | Rh., Germany.

White and Decorated

FRENCH CHINA

FROM

Wm. Guerin & Co.

LIMOGES.

33 Park Place,
NEW YORK.

OUR NEW SAMPLE LINE WILL BE READY SEPT. 1.

CHAS. STREIFF,
SOLE AGENT.

OUR fall line is now ready for the trade's observation. It includes some genuine innovations in Jardinieres, Umbrella Stands, Jugs, Cuspadores, Nappies, Bowls, and "Jars and Peds." The new line of Ruko Vases is also calculated to excite favorable comment.

A. Radford Pottery Co.,

Clarksburg, W. Va.

New York Showroom:
W. H. DUNN & CO., 54 Murray St.

Salo Art Metal Co.

NEW YORK OFFICE:

No. 25 West Broadway.

J. B. von Wiederhold.

Gas and Electric Portables.

Fancy Metal Lamps.

Opalescent Shades.

Etched Metal Novelties

In Clock Dials, Ash Receivers, Signs and Name Plates.

Milwaukee Office:
Ernest Bersback,
250 West Water St.

Los Angeles Office:
Brown-Winstanley Co.,
340 N. Main St.

PORCELAINES G. D. A.

LIMOGES—NEW YORK.

1797

ON WHITE WARE GDA FRANCE

Factory, founded over a century ago, has been within five years entirely rebuilt, enlarged and modernized.

SPECIAL ATTENTION

IS CALLED TO OUR UNDERGLAZE HOTEL GOODS. "COLORS THAT WON'T WASH OFF." ALSO TO OUR VASES AND ANIMAL PIECES IN L'ART MODERNE UNDERGLAZE, IMPORTANT TO DEALERS IN ART WARES

The G. D. A. Porcelaines, best in quality, represent most careful selections from newest and most attractive designs.

ON DECORATED GDA LIMOGES

DIRECTORS:
EMILE GERARD, LIMOGES.
FRANK P. ABBOT, NEW YORK.

FACTORY and MAIN OFFICE:
Faubourg des Casseaux, 27,
Limoges, France.

SAMPLE ROOMS IN:
Berlin, Paris, London,
Moscow, New York.

NEW YORK OFFICE, 29 BARCLAY ST.

GILLINDER GLASSWARE



1781 DOME—ETCHED

PHILADELPHIA

MR. ANTIQUE.

DEAR SIR—Yes, we are aware that you handle German Vases only. So did your ancestors and your predecessor. But you will soon have a successor, and he will succeed in closing out the old-timers, by auction, and have success in our up-to-date shapes and decorations.

WARWICK CHINA CO.,
Wheeling, W. Va.

New York Salesroom,
66 West Broadway.

The Duncan & Miller Glass Co.

Manufacturers of

FINE
TABLE
GLASSWARE

Washington, Penna., U. S. A.

BRANCH OFFICES

New York, Paul Joseph, 55 Park Place
Philadelphia, H. B. Foster, 1022 Arch St.
Baltimore, Md, Green & Thomas, 33-35 S Charles St.
Boston, Charles W. Coburn, 157 Federal St.
San Francisco, Marsh & Kidd Co., 522 Market St.



Illustration shows the 5-oz Saucer Champagne of one of our latest productions in Lead Blown Stemware—No 13634 Pattern, made from Rich Lead Glass, with the SILVERY RINGING TONE—THE KIND WE MAKE.
This design contains 14 different articles, and is also made with Needle Point Etching No 266.

United States Glass Co.,

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St. **Philadelphia, 9th & Market Sts.**
Boston, 144 High St. **Baltimore, 110 Hopkins Place.**
Chicago, 409 Atlas Block. **San Francisco, 18 Sutter St.**
St. Louis, 617 Granite Building, 4th and Market Sts.



CHINA & BRIC-A-BRAC
HAMBURGER & CO.
28 & 30 W. 4th ST. cor. Greene St.
NEW YORK

FRENCH and CARLSBAD DINNER WARE, STAPLE and FANCY CHINA, from every important Pott y in Europe.

BRIC-A-BRAC and VASES, BUSTS and PEDESTALS, PLACQUES, BRONZES, Etc.



THE NEW COLOR HOUSE.

L. Reusche & Co.,

71-73 Park Place, New York.

Our Mr. Louis Reusche has been identified with pottery and glass manufacture for twenty-eight years.

Colors and Materials for Pottery, China and Glass Decoration, Enameled Ware, etc.

Sole Agents for **JAMES HANCOCK & SON,** Worcester, England.
Diglis Ceramic Art Color Works,

Sole Agents for **JOHN LAMB'S**
Potters' Printing Paper in sheets and rolls.

ELARCOITE (a substitute for Oxide of Tin). Write for sample and prices.

FIGURE IT OUT!



WHAT MAKES A GOOD BODY?

1st.—The Best of Finely-Ground Materials that money can buy.

2d.—The Proper Proportions of the best materials that money can buy.

3d.—The Most Sacred and Painstaking Care in firing to the exact limit of duration of the best of materials that money can buy.

4th.—A Soft, Velvety White Glaze that will fuse perfectly and stand the test on the best of materials that money can buy, that have had the most sacred and painstaking care in firing to the exact limit of duration.

The above are a few of the reasons why you should be interested in our body.

The AMERICAN CHINA CO., Toronto, Ohio, U.S.A.

A-GOOD-BODY-PAYS.

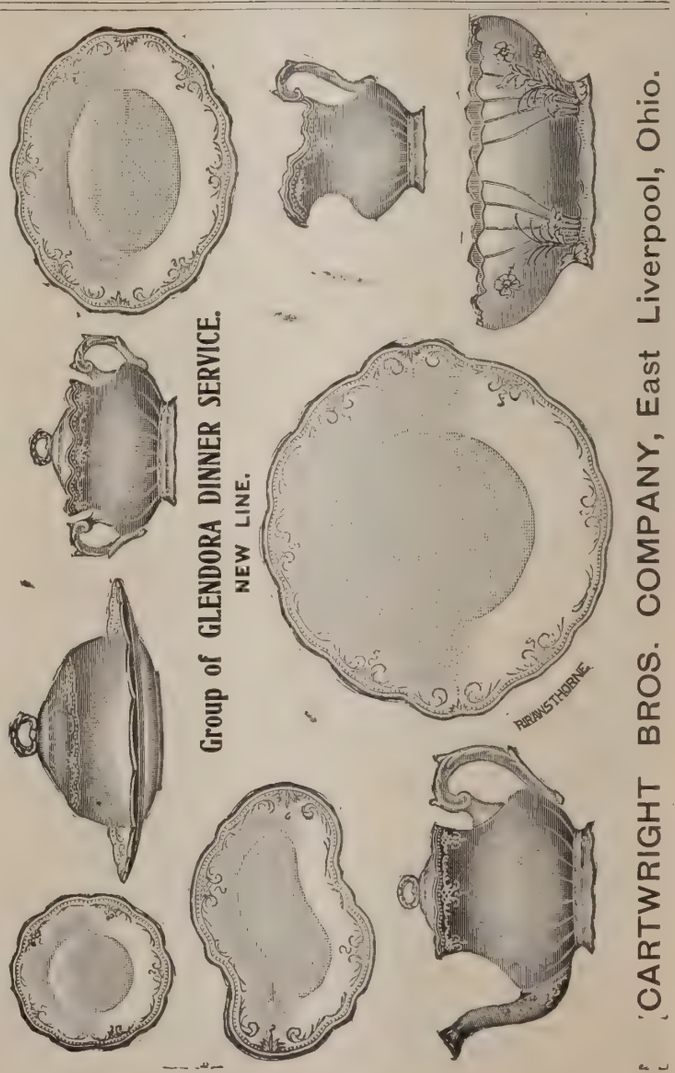
La Porcelaine Flambeau.

WE call the attention of the trade to our line of French Dinnerware and request the inspection of same.

L. D. BLOCH & CO.,

42 & 44 West Broadway,

New York City.



Group of GLENDORA DINNER SERVICE. NEW LINE.

RAWSTHORNE.

CARTWRIGHT BROS. COMPANY, East Liverpool, Ohio.

THE NATIONAL CHINA CO.,

East Liverpool, Ohio.



IF it's holiday specialties you are looking for, or popular-priced novelties that sell every day in the year and are money-makers, then write us for our late 25-page illustrated catalog. The above illustration shows a few hard knockers.

BERRY SETS, with one large Salad and six fruits to match, from 30 to 75 cents per set.

Maybe you are looking for porcelain door or desk plates—any name—nicely decorated, will never tarnish, ready to put on?

ROLL or BREAD TRAYS, size 7 by 13 in., richly decorated. Price from $2 to $4 per dozen.

THELMA PLAQUES, or Card Plates, sizes 8 to 10 in., figure or scene decoration, lustre border, heavy gold lines. Prices from $9 gross to $24.

How about a Souvenir Plaque or Calendar Plate, Mug, Tankard, Stein, etc., with your monogram, trademark, building—any local scene—lettering, etc.? Then send a picture of same, and see how cheap in quantities we can submit prices to you.

THE NATIONAL CHINA CO., East Liverpool, O.

Manufacturers
Dinner, Toilet Ware and Specialties.

New Line of Specialties

For Fall Trade.

HOTEL BARTHOLDI,

Room 51,

Twenty-Third Street and Broadway, New York.

AUGUST 6th to 25th.

Mr. Fred. Kline

will be in charge, and will be glad to see the trade.

THE strongest showing we have ever made. Sixteen lines of Fancy Goods, eighty-eight pieces to the line. In Dresden effects, underglaze blues, and Amsterdam figures. Twenty new dinner patterns and a full line of toilet ware. Be sure and see them.

Sevres China Co.,

East Liverpool, Ohio.

CROCKERY AND GLASS JOURNAL

NEW YORK, JULY 26, 1906.

THE CONDITION OF BUSINESS.

NewYork. Visiting buyers are beginning to make their appearance here in fairly large numbers, but there are scarcely as many of them in town as at this time last year. This situation is explained in a measure by the fact that the visits of a very large proportion have been deferred until the week of the housefurnishing exhibition at Madison Square Garden. The latter opens on August 6, and the real influx of merchants, therefore, is confidently expected to start next week The first of the merchants' excursions, too, is scheduled to reach here in a few days. This double attraction, naturally, is expected to inject spirit into the local trade, which so far has been admittedly sluggish.

The retail stores seem to have been similarly suffering. Of course, the excessively warm weather has exerted a depressing effect upon the usually irrepressible shopper. Although the stores largely are equipped with facilities tending to relieve visitors of the discomfort induced by the heat outdoors, the latter have been reluctant to patronize them. Then, again, very many of the shoppers are at this time at the seashore, in the mountains or out in the country.

There has been a pretty heavy exodus of salesmen for local houses during the past week or ten days. Many of the road representatives, of course, do not begin their tours until later in the fall, but at least a majority have already started out. Most of them have been heard from, and the tone of their letters descriptive of trade conditions could scarcely be more hopeful.

Apparently, the import houses are destined to experience another splendid year The English importers, while losing ground in the matter of cheap and medium-priced goods because of the deadly competition of domestic potteries, have so far done finely with their more expensive lines As a matter of fact, they seem to have at this writing eclipsed last year's record in this regard.

Germany is still enjoying a brisk trade, but it begins to look as if the unprecedented record which the German importers had looked for might not be realized. There is likely to be an improvement even over last year's phenomenal record, but the difference is expected to be slight as compared with the increase in 1905 over 1904.

French wares have been moving with a snap that indicates somewhat surprising figures at the end of the year. The call for specialties in French china has been notably heavy.

Concerning the domestic potteries it is necessary only to state that they have opened for fall trade in a manner that overshadows last year. Even at this early date it has been necessary for some of them to operate overtime.

The glass factories have in most instances re-

sumed manufacture after the usual midsummer shutdown. The demand for jellies and tumblers is especially heavy. There is a strong request, too, for fruit jars, in view of the assurance that the crop yield has been a heavy and satisfactory one.

Lamps are experiencing their usual latter-end-of-July briskness. But few large sales have so far been recorded. Next week is expected to stimulate the demand for these goods.

Trenton. All of the selling attaches of local concerns are now on the road, and the fruits of their missionary work are evidenced by well-filled order files. Demands, principally, are for immediate shipment—a fact that denotes a shortage of stocks in most cases A couple of the potteries have fared so well at this early date that they have been obliged to operate overtime.

A particularly encouraging feature of the trade to date is the brisk call for goods of a better quality. Never before have the local plants produced wares of a higher grade than this fall, and the plunge promises to be rewarded by flattering orders.

Pittsburgh and Vicinity. There is a good feeling among the glassware manufacturers, inspired by confidence that trade this fall will be brisk. Orders the past week have fully maintained normal conditions for the period, covering almost everything in staple glassware.

Strong activity is maintained in jellies and tumblers, and the plants making these are pushing manufacturing energetically.

The fruit jar trade also continues active.

Decorated lamps are moving with about the usual activity for the latter part of July, and give indications of a full trade for the year.

Chimneys are quiet, as expected at this season of the year. The machine factories have started their new fire and are busy accumulating stocks for the active period in the fall.

Everything points to an immense fall trade in cut glass.

East Liverpool and Vicinity. Trade among the Western potteries is developing fairly good proportions for the latter part of July. While the fall business is not opening with a rush, it is showing a gradual increase and giving every indication of a strength of movement as the season advances that has been rarely attained for years. The California trade is large, San Francisco houses having placed many good orders. The whole Pacific Coast trade is good, while the West, Northwest and South are in excellent condition for a very large trade. There are a goodly number of orders now booked for August delivery to the South. Crops there, though a little late, are reported fine, and a very cheery condition prevails.

Current orders for immediate shipment cannot be said to be large yet, but they are improving from day to day and are reported by the majority of the potteries to be about evenly divided over different sections of the country, excluding the Pacific Coast—orders from which are larger and call for immediate shipment.

Traveling salesmen are now all out and report the situation favorable. Stocks are generally light in merchants' hands and the indications are for an undoubted fall demand surpassing average years.

Wheeling and Vicinity The business situation in this district is encouraging. The factories are operating fully and report good order files, with a satisfactory line of current demands for the latter part of July coming in from day to day—direct and from their traveling salesmen.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g July 7, '06	Corresponding period 1905	Exports Jan. 1 to July 7, '06	Corresponding period 1905
Boston	318	133	1909	3532
New York	210	72	3081	3416
Baltimore.	165	....	7547	6729
Philadelphia	46	3	786	566
New Orleans	....	32	2005	2076
Newport News....	24	1	695	519
San Francisco.....	4	....	881	334
Portland (Me.)...	88	1	463	321
Galveston..... ..	94	....	6 2	375
Portland (Or.).	....	....	618	274
Inland Points.....	283	243	6765	8762
Total...	1282	483	27292	26504

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g July 7, '06	Corresponding period 1905	Exports Jan. 1 to July 7 '06	Corresponding period 1905
New York	208	72	3198	3485
Boston .	318	125	4043	3313
Philadelphia....	46	30	696	565
Baltimore	165	....	7 97	6679
San Francisco....	4	....	831	334
New Orleans .	....	32	2246	2009
Portland (Me.) .	88	1	365	178
Galveston	94	....	593	361
Newport News....	24	1	569	588
Portland (Or.)....		....	669	274
Inland Points.....	431	246	7494	8287
Total...	1328	507	28411	25993

ANNUAL MEETING OF THE AMERICAN ASSOCIATION OF FLINT AND LIME GLASS MANUFACTURERS.

Daniel C. Ripley Honored by the Presentation of a Loving Cup. Largest Attendance in Many Years.

THE thirtieth annual convention of the American Association of Flint and Lime Glass Manufacturers was held at Atlantic City July 20. The following members were present: Daniel C Ripley, E P Ebberts, Thos H Howard, Thos Evans, A H Heisey, H C Fry, L R Hartley, Chas Brox, Ben Ryal, Addison Thompson, J F Kirk, Wm E Kern, Wm Gillinder, Jas Gill, M P Gleason, W F Dorflinger, H McAfee, H P Greer, L R Fish, Jas Stedman, Jos Spidel, John Yeager, Mark Douglass, Geo W Blair, E J S Van Houten and H D Murray.

After the usual routine business had been transacted the election of officers took place, resulting as follows: D C Ripley, president; Addison Thompson, first vice-president; Marshall P Gleason, second vice president; Thos Evans, treasurer.

Following an executive session the meeting prepared to listen to two very interesting papers. It has been the custom of late years to invite someone to prepare something historical or reminiscent, and Mr. W. E Kern, for many years with the Boston and Sandwich Glass Co., and now connected with the Pairpoint Corporation, was introduced by Mr. Ripley.

REMINISCENCES OF THE BOSTON AND SANDWICH GLASS CO.

BY WM. E. KERN.

When Mr. Thomas A. Tripp, of the Pairpoint Corporation, extended to me your invitation to address your association on the Boston and Sandwich Glass company, I accepted with some reluctance. My long association with that concern was in the capacity of an employe, and I doubted whether I could treat the subject from an employe's standpoint in a way that would prove interesting to a gathering of manufacturers. My great interest in the old company, however, and my familiarity with its somewhat eventful history—I do not think there is a man alive to-day who was there when I first went to work in 1843—combined to overcome my first hesitation. I appreciate fully the honor you have done me to give me a place in your program, and trust that your interest in my account of one of the pioneer glass works of this country may be as great as is the pleasure which it gives me to be here and address you.

It was over eighty years ago that the glass works of which I am to speak came into existence. Deming Jarvis, who had been connected with the New England Glass works at Cambridge, in the year 1825 went to Sandwich, in Barnstable county, Massachusetts, and erected the Sandwich glass manufactory. The first article was made July 4 of that same year, and was gathered by Charles W. Lapham. This was the beginning of a long and successful business, for even when the company went out of existence in 1888, after a long period when it was operated without profit and sometimes at a loss, I was told by one of the officers that it had yielded, year in and year out, an average return of six per cent on the original investment.

I do not know whether any of you are familiar with the town of Sandwich to-day. It is perhaps better known now as a summer resort than a manufacturing center, although the glass works have recently been revived. It is located on Cape Cod, near the point where that arm of the old Bay State is all but separated from the mainland by the waters of Buzzards bay on the one side and Cape Cod bay on the other. It is a town with a past, and is neither as prosperous nor as populous as it once was. Deming Jarvis' glass works made it a lively manufacturing town, and when the glass works fell on evil times Sandwich began to go backwards. The town to-day possesses, however, one advantage it did not have when the glass works were started, and that is railroad connection with the rest of the world. There was no railroad in 1825, and, although Sandwich is a shore town it had not developed harbor facilities. It may seem singular that a manufactory should have been located so far from the beaten paths of travel and the centers of population, but the reason is that this portion of the Cape abounded in pine forests, offering an abundant supply of timber for fuel purposes.

There were five shops when the works were started, and from an old sloar book I have been able to glean information as to the rates of wages then in vogue. The gaffers received from $14 to $17 weekly, the servitor $14, the footmaker $6, and two boys $3 each. The pay rolls at that time included the names of two packers at $6 a week each, two stoppers at $6, a boy at $2, a blacksmith at $8, two shearers at $6, two wood dryers at $6, two laborers at $6, two sloar men at $6, one pot-maker at $9, and two assistants at $6 each.

The expert workmen who were hired to start the business were imported to some extent from England and Germany. Many of them were articled for a term of years, a plan which would not be permissible now under the contract labor law. When opal glass was intro-

duced, and the Boston and Sandwich company was the first to make it in this country, one, Rice Harris, was brought over from England to teach the process under contract. He remaind here six months and received for his services $5,000 and his expenses.

During my time with the company, beginning in 1843 and ending in 1867, the workmen were divided into four shifts or turns. The first turn was from 1 a.m. to 6 a.m., with an interval of half an hour for lunch. At 7 o'clock the second turn came on and worked until noon, with an interval at 8:30 for breakfast. At 1 in the afternoon the first turn came to work again and worked until 6 o'clock, after which came the second turn, which worked until midnight, completing the twenty-four hours. The factory being worked night and day, it was not found necessary to run it more than four days a week, so that every Friday morning at 6 o'clock the men started on a holiday which lasted until the next Monday The boys, who were bound to an apprenticeship, were obliged to work during the intervals between the turns, tending the glory holes and getting in a supply of wood for the boys who were to take their places. My father, in whose shop I worked, would never allow me to remain at night after he had finished, hiring a boy himself to take my place. I cannot say that I altogether appreciated his kindness, as the boys used to have pretty good times when the older men were away.

Boys who worked in the factory were employed either during the forenoon or the afternoon, and as a half of the half day remaining to them was needed for sleep, it followed that they had time for only a quarter of a day's schooling each day. To make up for this in some measure they were obliged to attend school all day on Friday and Saturday when their elders were enjoying themselves. It is needless to state that the compulsory education laws of Massachusetts were not then what they are to-day.

It was the duty of the watchmen and sloarmen to go through the village at night and call the men who were to take the next turn. Those who did not respond to the first call were routed out by the boys. I remember one of the sloarmen, whose name I had best not mention, who started on his rounds at midnight, and after calling some of his men, met a friend who invited him into his house to have a social glass. One thing led to another and presently, under the cheering influence of sundry drinks, the sloarman forgot that there was such a thing as getting glass makers out of bed. The men he had not called failed to show up and the manager, learning of it the next morning, called the luckless sloarman before him for a reprimand. "To tell you the truth, gaffer," was the explanation offered, "I was drunk and I forgot that there was anybody in Sandwich but myself."

There were no spare hands in those days, and if any one failed to come to work some man on the opposite turn would work overtime. Boys who worked overtime received tickets and were paid once in three months. Every Fourth of July the company remembered the boys with a present of fifty cents each to spend on fireworks. The Boston and Sandwich company was good to its workmen. No man was ever discharged for age or incapacity, so long as he could work at all. If he was unable to make good in the job he held, some other work was found more suitable to one of his age and physical condition. Men worked in the company's service from the time they were boys until they were able to work no longer. At Christmas time the company made presents of flour, or a ton of coal, or some other necessity of life, to the widows of men who had been in its employ. More than that, in panicky times, when work was slack and there might otherwise had been a good deal of suffering, the company gave away supplies, opening up a store and keeping a man in charge of it for that purpose.

Glass makers of to-day who worked as boys for the Boston and Sandwich company will recall with the greatest satisfaction, possibly, the company's policy in permitting them to gather and work glass in their spare time. A boy who simply wished to amuse himself and waste glass was soon sat upon, but one who actually wanted to learn the glass maker's trade was given every encouragement. If an article turned out by one of the boys was worth it, the manager would have it cut for him and allow him to keep it. The advantage of this privilege to an ambitious boy can best be appreciated in these days when the boys are not allowed to work the glass. I remember once making a glass standard lamp of ruby glass plated with opal. When it came through the lear the agent, Mr. Fessenden, saw it and inquired about it. When he learned that I had made it he sent it to the cutting room, and afterwards to Boston to have the brass parts fitted, giving me the completed lamp when it was finished. Again, in 1867, when I left the company, Mr. Fessenden said he would like to give me some glass, and asked me to take my own selection, I replied that I would rather he picked out the pieces himself. You can imagine how pleased I was when he presented me with a collection of over fifty pieces of cut glass, the best that the factory afforded.

As was natural in a small town depending almost entirely on one big industry the glass company showed many instances of what might be called paternalism. The heavier supplies, such as coal, flour, lumber, etc., were brought into town by the company and sold to individuals. The company also built houses for the workingmen, allowing them to pay for them on the installment plan. Gas was supplied the town through mains laid from the company's works—mains which still lie buried in the streets of Sandwich, although it is many years since any gas has been supplied through them. The company also maintained the only fire apparatus the town possessed, with a crew of workmen to man the hand engine.

The out of the way situation of Sandwich as regards transportation facilities made the problem of securing supplies an important one. There was no railroad in 1825 when the works were started, and all supplies, such as sand, pearl ash, saltpetre, nitrate of soda, etc., had to be brought by water. The harbor of the town was choked with sand, and it was some distance from the works to the water. One of the first things the company did was to construct a horse railway from the works to the water front. This was in 1827, and so far as I know, it was the first horse railway in the United States. It was operated for many years for the transportation of the lighter supplies. The heavier ones, which were brought in vessels, were transferred to scows in the harbor, and these were poled through creeks or channels, dug through the marsh, up to the factory wharf, a distance of about one mile.

In the year 1848 the steam railroad was extended from Boston to Sandwich, and the transportation question promised to become simpler. The company, however, had difficulty in making suitable terms with the railroad, and was dissatisfied with the rates between Sandwich and Boston. Accordingly, in 1853, steps were taken to secure transportation facilities entirely independent of the railroad. The company built a steamer, the Acorn, and operated her between Sandwich and Boston. She brought all the light supplies and did something of a passenger business as well. The introduction of the steamer necessitated an improved harbor. In the old harbor the depth of the water was constantly being lessened by shifting sands, so a new one was cut through in another direction, affording ample depth at all times. The Acorn did valiant service for a number of years, not only in the transportation of supplies but now and then as a pleasure boat, the workmen sometimes chartering her for a fishing excursion at the end of the week. Before long, however, satisfactory terms were made with the railroad company, and during the Civil War the Acorn was sold to the United States government. She was sunk somewhere near the capes

of Virginia during the war. When the railroad came to terms the glass company built a wharf at what was then called Cohasset Narrows, now Buzzard's Bay, nine miles from Sandwich. Their coal was brought up the bay in vessels and from there by the railroad to the works in Sandwich.

When the works were started in 1825 there was one glass house. Later, in 1849, a second house was built, the two being known as the upper and lower house. Each contained two ten-pot furnaces. At the commencement wood was burned both in the furnaces and in the glory holes, and was continued in the former up to the time that its scarcity compelled the use of coal. About the year 1850 resin began to be used in the glory holes, continuing until the civil war, when this commodity became too scarce and too valuable for any such use. When the war broke out, the company had on hand, if I remember rightly, seven hundred barrels of resin which had cost in the neighborhood of sixty-

of polishing with acid. The etching was used to some extent, but so far as I am aware the polishing process was not, the old method of using a putty being continued.

The product of the Boston and Sandwich company was ranked with that of the New England, as the best in the United States, and for years commanded a ready sale. In these days of modern enterprise and keen competition in business, no manufacturer would think of waiting for his customers to come to him, but would seek them out either by sending travelling men on the road or by heavy advertiings, and mail orders. The Boston and Sandwich did little advertising, and it had no drummers. As the articles were turned out they were stored; the old railroad round house at Sandwich being used for many years for this purpose. Twice a year, in the spring and fall, the goods were shipped to New York and sold at auction to the jobbers. I have known the company to have as many as 17,000 pack-



Stedman Greer Kirk Fish Howard Spidel
Ebberts
Yeager Douglass Kern Murray Hartley Ryal Gillinder Gill Van Houten Dorflinger Heisey
McAfee Blair Gleason Thompson Evans Ripley Fry Brox

two cents a barrel. The whole lot was sold to the government for $44 a barrel, a transaction which was obviously very profitable for the company. After the company introduced the use of gas in the factory, coke was burned in the lears for the first time, so far as I know, in the history of American glass making.

The molds employed for pressing glass were for the most part made of brass. For large articles the presses worked with a screw instead of a lever. The figures were cut on the plunger and pressed upside down, being afterward turned into a receiver the same shape as the mold while very not.

The Boston and Sandwich company, as I have said before, introduced opal glass in this country, sending to England for an expert to teach the process. The company's policy was always that it was cheaper to pay an expert a high salary to teach any new process than it was to study it out themselves. Specialists were imported from other countries to teach the method of making ruby glass and other varieties.

Once the company sent one of its own men, Franklin Lapham, to England to learn etching and the process

ages of glass in stock at one time. It was always the policy to make as much glass as the furnaces could turn out while the works were running, regardless of the state of the market. The contention of the management was that when the market did arise, the Boston and Sandwich would be ready to take advantage of it with glass that had been made as cheaply as that of any company. To turn out less glass than the capacity of the furnaces was held to be raising the cost of the product.

A great deal of pressed glass was exported to South Africa, and it is of interest to know that Daniel Webster, whose home was at Marshfield, near Sandwich, and who frequently used to come trouting to Sandwich, was a frequent and large buyer of Boston and Sandwich glass.

There were a number of factory rules that are perhaps worth mentioning, chief among them being "No Smoking." Just why this rule was made I cannot say, but it existed and was rigidly enforced. I recall that one of the watchmen stopped the president of the company, Joseph Hay, as he was about to enter the works with a cigar in his mouth. "Don't you know who I

am?" asked Mr. Hay; "I am the president of this company." "I don't care who you are," said the watchman, "you cannot go into the factory with that cigar." Mr. Hay turned back. It would be good story book style to add that the watchman was called into the office, complimented on his faithfulness and given a raise in pay, but unfortunately none of these things happened.

Another rule which was as rigidly enforced was one that there should be no visitors allowed in the works. This was carried so far that once when the agent, Mr. Fessenden, had visitors who wished to see the inside of the factory, he sent over to the Cape Cod works, where I was at that time superintendent, and got a permit for his friends to go through my factory.

The no smoking rule would suggest a very moral factory, and this impression would have been strengthened if you had chanced to visit the works when Benjamin Haines and Joseph Marsh were employed there. These were two Methodist preachers, and copies of the Bible were as much a part of the equipment placed on their chairs at every turn as were the tools of their trade. I do not believe that you will find many Methodist ministers in glass works nowadays.

When they were first established by Deming Jarvis in 1825 the works were known as the Sandwich Manufacturing company. April 3, 1826, the very next year, the name was changed to the Boston and Sandwich Glass company, and work was started by the new concern April 8. The original capital stock was $500,000, which was afterward reduced to $400,000, at which figure it remained until the company went out of existence. Mr. Jarvis was the first agent and remained with the company until 1858, when he retired. He was succeeded by Sewell H. Fessenden, who was succeeded, in turn, by Henry V. Spurr in 1882.

The first superintendent and metal maker was Captain William Stetson. He was succeeded in 1830 by Theodore Kern, my uncle, who served as manager and metal maker until 1866, a period of 36 years.

The Boston and Sandwich went out of business January 2d, 1888. For seven years the works remained idle, until, on Aug. 1, 1895, they were started by the Gregory & Shirley Company. This concern lasted until Nov. 13, 1896, when another long period of idleness commenced. Sept. 26, 1904, the Western Glass Company was organized and operated the old factory until Feb. 20, 1905. In April of this year the Bancroft, Barnard Company took hold, and are now operating.

So far as I can learn, there were but two glass manufactories that preceded the Boston and Sandwich—Bakewell & Pears, of Pittsburgh, and the New England, of East Cambridge. Both of these have long since gone out of existence, so that the Boston and Sandwich today is the oldest glass manufactory in the United States still in operation. It has now passed its eightieth milestone and can look back over a long and honorable existence. Much of its success was due to efficient management it enjoyed under such agents as Deming Jarvis and Sewell H. Fessenden, who will be remembered with respect as long as there is an employe of the old Boston and Sandwich in the land of the living.

Of Deming Jarvis, the founder just one word more. After he retired from the Boston and Sandwich he started the Cape Cod Glass Company with a factory in Sandwich. I was superintendent of this factory at the time it was closed. Mr. Jarvis' son, for whom chiefly he had built it, was dead, and Mr. Jarvis himself was seriously ill at his home in Boston. The family did not care to continue the plant in operation, and I received instructions to draw the fires on a certain date at midnight. As I was returning from the factory after attending to this last service, some boys who were congregated in the village street, shouted: "There he goes; he's gone up." I paid little attention to the words at the time, but they came back to me as something almost prophetic the next morning when I received word that at the very moment when I had drawn the fires in the glass factory, Deming Jarvis had passed from this world into the world beyond.

The paper was received with much interest, and many favorable comments were heard on its value.

The president then introduced Mr. J. F. Kirk, of the Consolidated Lamp and Glass Co.

THE COMMERCIAL TRAVELER THE ADVANCE AGENT OF CIVILIZATION.

BY J. F. KIRK.

At each annual meeting of your Association it has been customary to have presented carefully-prepared papers treating of subjects of vital interest to your members, and abounding with history relating to the rise and developement of the glass manufacturing industry in the United States.

This is altogether proper and fitting; but what of the men by whose untiring efforts and peculiar genius the product has been disposed of, and a continuance of the manufacturing thereby made possible? Of what avail would be the great investment in furnaces, buildings, molds, machinery and designs without the work of the man who can sell the product?

A combination of aggressiveness, persistence, tact, patience and resourcefulness, with untiring energy and absolute devotion to his employer's interests, comprise a few of the essential traits that go to make up that rare genius, the successful commercial traveler

He must be resourceful Some of you may remember a story told of one of the "old hands" who upon calling on one of his customers was met with a storm of indignation for having shipped him a lot of crooked-stem lamps, and upon being shown the goods never flinched, but remarked with gravity: "Why, Mr. B., you are in luck. They have shipped you some of my new patent desk lamps—worth twice the price charged on the bill. But since you are a special friend, you can keep them at the price billed." The customer was appeased, and another order was added to our friend's record.

In another case a well-known glass salesman—recently retired—called on a Pacific Coast house. The buyer, anxious to get him out of town and thus steer him clear of the buyer for a competing concern, asked how many carloads he wanted in the town. Mr. Salesman remarked that five cars would about satisfy his desire for orders that day. The order was written out, signed and passed over, and the buyer retired to write up his Eastern mail. The salesman went straightway to the telegraph office, wired the order home, and wound up his dispatch with an urgent hurry-up clause. The goods were shipped same day, and five days later a letter of countermand for four of the cars was received at the factory. But the goods were half across the continent by that time. The Coast house was good, and the account was paid.

The successful salesman has persistence to burn, and brooks no discouragement. In the early days one was ordered by his firm to go from San Francisco to Victoria, B. C., to see the Hudson Bay Co., of whom it was said they had many branch stores and sold slathers of goods throughout British Columbia. In those days the journey from San Francisco to Victoria was long and fatiguing, involving many changes of steamers; but the journey ended, and our friend called upon the bland though dignified manager of the oldest corporation on the American continent only to be told that the Hudson Bay Co. did all their buying at their office in London, England, and that if Mr. Salesman would call at their English office no doubt some business could be arranged. Now, from San Francisco to Victoria and return is a matter of some three thousand miles, more or less, and to make such a journey only to find that he was barking up a tree where there was no coon would discourage most men Not so our friend of the grip, for it is related that he thanked the manager, adding that he would take an early opportunity of calling at their other

office; and as a matter of fact in a few months did so, sold them a nice bill, and formed a connection that endured for years

Your successful salesman must be able to adapt himself to all conditions and circumstances. He must be a good "mixer." It is told of a gentleman whom you all know and who years ago traveled the mighty West in the interest of the factory of which he is now the head, that one day he was stranded in a small town in the mountains of West Virginia. Trade had been dull, the town was ditto, and there was no train out until night. Time hung heavy; and who could blame him for turning for solace to the universal beverage of the mountains. This was in the old days of wildcat currency, and at the production of an old red-back State of-Ohio five dollar bill the landlord's eyes gleamed with pleasure, and he brought forth a corncob stoppered jug of "mountain dew" with the inevitable tin cup accompaniment which was then the regular recognized combination in that section for the abolition of thirst. The honors being duly observed all around, the landlord produced the change. This consisted of three fox hides, four coon ditto, ten possum and nineteen rabbit skins, such at that day being the only currency known in the mountains To get rid of his change occupied the time of our friend for the remainder of the day and involved many encores of the same combination of jug and tin cup. But the capacity of the traveler was equal to all occasions, responsibilities and honors that have been thrust upon him; and we sincerely rejoice that he still lives, and are proud to have him with us in the convention to-day.

Since the success of the business so largely depends upon the character, knowledge and training of the salesman, how necessary it is that great care should be exercised in his selection and education. While he must have natural aptitude to start with, his education should begin in the factory. He should have a familiar knowledge of the practical side of factory methods, and in this his training cannot be too thorough. This in the writer's opinion will be found far more helpful than a college degree. Many of those who have attained success and fame in the glass manufacturing business, and who have always commanded in your councils the highest respect and attention, are those whose early lives were spent in the factory with shears and blowpipe, and whose weekly Turkish bath was obtained at pot setting The names of Adams, Bryce, Gillinder, Libbey, Ripley. and many others could be mentioned as among those whose practical knowledge enabled them to surmount difficulties now to the business unknown. Not only did they make their goods, but they were obliged to pack their grips and seek a market for their products. "They blazed the way through which we follow."



LOVING CUP PRESENTED TO DANIEL C. RIPLEY.

The commercial traveler may be considered the advance agent of civilization. To his tireless energy and ceaseless toil must be ascribed the development of the high refinement of the present age. His constant pushing out to every city, town and village in the country, creating and stimulating demand, introducing the luxuries of to-day which become the necessities of to morrow—makes railroads necessary and supplies them with freight. He fosters and creates industries, and has changed the nature of the simple villager or the rough pioneer to the well-

fed, well-clothed, alert citizen who typifies the high degree of civilization of the twentieth century. He is one of the most potent factors in commercial and industrial progress. Through his mighty and ceaseless efforts the wheels of commerce are kept in motion, and without him the world would soon return to the primitive ways of the past, when each settlement was sufficient unto itself to furnish the few necessities of a simple age.

After the applause which followed the reading had ceased President Ripley said that these two papers were among the most interesting that had ever been read before the Association, and he would entertain a motion to thank the gentlemen. This action having been taken, the chair announced that if there was no more business before the meeting a motion to adjourn would be in order.

MR. MURRAY—Mr. President, there is a little piece of unfinished business to attend to.

THE PRESIDENT—Unfinished business? This is not the time for unfinished business. What is it, anyway?

Mr. Blair then arose and said:

I ask the privilege of the floor for a few brief minutes, and will preface my remarks with a reference to the early formation of our association. It had its birth in a schoolhouse on the South Side, Pittsburgh, on Dec. 11, 1874. Realizing the necessity for a union in common, the manufacturers, to the number of sixteen, met as aforesaid, and there and then formod the association which has continued its course until the present day.

The firms composing the organization were as follows: Evans, Sell & Co, Campbell, Jones & Co, King, Son & Co, Penn Glass Co, Crystal Glass Co, Plunkett & Co, Geo Duncan & Son, Adams & Co, Doyle & Co, Atterbury & Co, Challinor, Hogan & Co, Ripley & Co, Bakewell, Pears & Co, Dithridge & Co, Excelsior Glass Co, Duquesne Glass Co.

It seems rather pathetic when we stop to think that not one of the aforesaid organizations is in existence to-day.

The name adopted for the association was the Western Flint and Lime Glass Protective Association. This some years ago was changed in order to admit the Eastern manufacturers, and the present name adopted.

John Adams was the first president and served during the years 1875 and 1876. In 1877 Jas. B. Lyon was elected president. He served one year and afterwards Mr. Adams was again elected, serving for four years until 1882, when Jas. B. Lyon was again elected president. He served through the year 1882 and then Jesse H. Lippincott was elected and served through the year 1883 In 1884 D. C. Ripley was elected president He served for nine years consecutively until 1893, when Geo. W. Blair was elected president. He served for four years until 1897, when Mr. Ripley was again elected president, and has served consecutively until the present time, making nine years for his last term of service and nine years previously, in all eighteen years as president. Mr. Ripley also served as treasurer for seven years, from 1877 until 1884 This in all makes a record of twenty-five years in the association. Now, Mr. President, your fellow members desire to express their sense of appreciation of this long service on your part in the interests of the association. Their appreciation is not only of the length of years, but they also want to make acknowledgement of your devotion and fidelity to their common interests. At all times and in all seasons, through evil and good report, the members feel that you have always been loyal and true to the association. Please accept this little loving cup as a souvenir, Mr. President, in the spirit of fraternity in which it is tendered. Speaking figuratively, I may say that this loving cup is filled to overflowing with our warmest sentiments and kindest regards. May it prove a thing of beauty and a joy forever! And we cherish the hope that as you in future years refer to the emblem of friendship you will recall a happy hour by the seashore when our hearts swelled forth in kindliest fellowship.

From the moment Mr Blair began speaking Mr Ripley's face was a study. Surprise was written all over it. When he arose to receive the cup his voice trembled and there were tears in his eyes. He said: "You can hardly expect me to say much on an occasion of this kind. I feel that my services have been more than repaid, not by the value this token represents, but by the spirit in which it is given, and I shall hand it down to my son as a memorial presented by my fellow manufacturers. Again I thank you, and assure you of my appreciation."

The cup is of solid silver, standing fifteen inches high, and has three panels. On one is the inscription, "To Daniel C. Ripley," and on the other two: "Presented by the members of the American Association of Flint and Lime G'ass Manufacturers, Inc., in token of their high appreciation of his long service as their president. At its annual meeting held at Atlantic City, N. J., July 20, 1906."

Owing to somebody's forethought there was wine at hand, and the cup was filled and passed around, the president leading in the christening.

NOTES.

It has often been asked what these meetings amount to. They are short, and, so far as the world knows, little is done. In spite of the apparent unimportance of the convention, much is accomplished. In the first place, the real work of the Association is done by committees. These have been so long in service and the members have such trust in them that their recommendations are nearly always adopted without much debate.

* * *

It was the largest meeting for many years. Perhaps not since the time when J B. Lyon was president and there was a big talk about the package question has there been so large a representation.

* * *

Mr. Murray, the actuary, managed his share in the loving cup presentation very cleverly, making all the preparations without the faintest suspicion on the part of the recipient.

* * *

The use of Heinz's Pier for the purposes of the meeting was generously donated by the famous owner of the "57 varieties." "Edward," the custodian, was very attentive, and did all he could to make things pleasant.

* * *

Mrs Ripley and her daughter strolled out on the pier while the photographer was at work. They were delighted with the cup, Mrs. Ripley saying that she was as much pleased as her husband.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

A S Thompson, with Rothschild & Co, t, Chicago.
D G Braham, with Stix, Baer & Fuller D G Co, t, St. Louis. Wellington.
Wm Junor, c, Toronto, Can.
Alex. Anderson, c, Minneapolis, Minn.
C E Fisher, with Wm. Donaldson & Co, s, Minneapolis. Herald Square.
E M Beard, with Chandler & Co, hf, Boston. Grand.
Mr Connelly, with Geo Richards Co, c, Dover, N J.
W S Newton, with Spokane Dry Goods Co, s, Spokane, Wash. Wellington.
B M Dearstyne, with John G. Myers Co, c, Albany. Herald Square.
J. Kohnfelder, with Siegel, Cooper Co, hf, Chicago. Grand
A R Chamberlain, with Panton & White Co, s, Duluth
C M Bailey, c, Taylor, Tex.
Geo L Buder, of Buder Bros, c, Columbus, Miss.
Wm Greaves, c, Middletown, Conn
Proctor Furn Co, c Asbury Park, N J.
W H Sheldon, l, Middlebury, Vt.
Isidore Blaw, c, Altoona, Pa
J J Sterns and Morris Smith, of Wulff & Morris Co, c, San Antonio, Tex.
F L Sturtevant, with Forbes & Wallace, c, Springfield Mass. Herald Square.
J J Murphy, with Troy Department Store, c, Troy, N Y. Wolcott.
Livermore & Martin, l, Holyoke, Mass.
S Allen, l, Haverstraw, N Y.
S Carsley & Co, l, Montreal.
W H Bell, l, Bristol, R I.
H J Cook Co, l, Knoxville, Tenn.
Mr Clark, of Clark & Sherrill, Pittsfield, Mass.
Gregory & Barnes, l, Kingston, N Y.
H J Herod, l, with The T Eaton Co, l, Toronto, Ont.
B M Joseph, with R Weill & Co, c, San Francisco. Herald Square.
S A Meister, with Sweeney Co, c, Buffalo. Grand.
M Isaacs, with Maison Blanche, t, New Orleans. Grenoble.
J J West, with Powers Merc Co, c, hf, Minneapolis.
H Long, with Little, Long Co, c, Charlotte, N C.
J C Bachelder, with Smith, Patterson Co, c, Boston.
V B Hovey, c, Marietta, Pa.
C F Cutts, c, Carson City, Nev.
L F Cross & Bro., c, Gadsen, Ala.
A W Litschgi, with Phoenix Furn Co, c. Charleston, S C.
W B Jones, c, Danbury, Conn.

NEWLY-MARRIED COUPLE ENTERTAIN.

WHEN Higgins & Seiter closed their Twenty-second street store last Saturday at noon the salesmen identified with the house were taken in tow by Superintendent Clifton Allen and escorted to his home at Mount Vernon, where he and his charming wife of but recent annexation acted as host and hostess at dinner. After the repast the salesmen were entertained by Mrs. Allen, who is gifted with a rich soprano voice; Miss M. Louise Gehle, alto singer; Robert Gehle, flute soloist; W. B. Grave, baritone; and I. B. Hast, pianist. The affair did not conclude until after 6 p. m., and with one accord the salesmen admitted that it was one of the most pleasant occasions in their experience.

Short speeches were made between the courses by L. D. Seixas and Mr. Grave, to which responses were made by Mr and Mrs Allen. The other guests were E. Huber, W. Anthes, S. Pielow, H. Reardon, W. Gilman, R. Glaser and I. B. Hast.

AN IMPORTANT MERGER.

THE firm of A. J. Hall & Co., of Meriden, Conn., which manufactures decorated glassware, is to be merged with the Goodwin & Kintz Co., of Winsted, which manufactures metal novelties. An inventory of the stock is now being taken, and the plant and business will be moved to Winsted as soon as the details are perfected. The concern of Hall & Co was organized about seven years ago. It makes a specialty of the manufacture of wedding and holiday presents.

OBITUARY.

JOHN RICHMOND GIBB, junior partner in the firm of Frederick Loeser & Co., of Brooklyn, died suddenly Sunday afternoon at his summer home at Magnolia, Mass. He had been in the best of health, apparently, until last week, and the news of his death was as great a shock as was the sudden death, in Paris a year ago, of Howard Gibb, his brother. John R. Gibb was born in Brooklyn, December 16, 1859.

Christian Stroebel, of Lake & Stroebel, dealers in china, lamps, jewelry, etc, Waterbury, Conn, died last Saturday, He was aged forty years.

Henry Wilhelm, general manager of the dry goods firm of Abraham & Straus, of Brooklyn, died last week in the Seney Hospital after an illness of three weeks. He was born in Vienna forty-four years ago. He entered the employ of Wechsler & Abraham, the predecessors of Abraham & Straus, twenty years ago.

Louis B. Van Wagenen, president of L B. Van Wagenen Co., of Kingston, N. Y., died last Thursday evening, aged sixty-five years.

Mrs. Carrie R. Pratt, president of the Keramic Art Club, a society of women devoted to china decorating, died recently at her home in Jersey City, N. J. She was aged forty-six years.

Chas. L. Langenbacher, a retired toy importer, died recently at his home, No. 74 West Sixty-ninth rtreet, this city. Mr. Langenbacher was born in Germany seventy-three years ago, and came to New York in 1853, when he established his toy business.

Tel. 3231 Cortlandt

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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NEW YORK, JULY 26, 1906.

WHY SALESMEN SHOULD DRESS NEATLY.

IT seems unreasonable to presume that there are traveling salesmen in the trade we represent who require instruction in the value of neat dressing. But it is a fact, nevertheless. Most of them, very likely, have never stopped to seriously consider the importance of care and discretion in this respect. At any rate, their appearance would seem to confirm such an assumption.

The manner in which a road salesman attires himself undoubtedly exerts a marked influence upon his sales. This, too, in spite of the theory that "clothes do not make the man" While they may not contribute largely to the composition of the individual as such, they do figure very conspicuously in the making of the successful salesman. If proof is desired, make a mental inventory of the salesmen of your acquaintance. How many of the careless, indifferent dressers can truthfully be described as successes?

Our utterances along this line are suggested by a conversation with a buyer of considerable prominence not long ago. A salesman, better known for his disregard of neatness in dress than for any other particular characteristic, had just taken leave of the buyer as the writer approached.

"Why in the world doesn't some of that fellow's friends advise him to spruce up a little?" was the buyer's comment, as he watched the salesman's retreating form. "I honestly hate to see him come in this department. His scarf scarcely ever sets properly around his soiled collar, his shoes are seldom polished, and his clothes, somehow or other, never seem to be brushed up. I'm not particularly finicky, but, by jingo! I do hate to talk business with a fellow like that."

Now, if that was the impression left upon the buyer in question, isn't it only logical to conclude that others whom the same salesman visited must have been similarly dissuaded from taking an interest in him? And, after all, it is quite explainable. A salesman is the personal representative of his house, and, as such, is expected to reflect its character. The natural influence is that a firm which is exacting in its selection of salesmen is quite as punctilious in its preparation of goods and other business details. And the employer who manifests little or no concern regarding the tidiness and presentable character of his salesmen is, whether he deserves it or not, categoried as a careless and indifferent person in other important respects. For that reason alone, the salesman's care for his personal appearance should be a matter of vital interest to all employers.

But the traveling salesmen are not the only offenders who deserve criticism for their lassitude in this regard. The indoor salesmen, the office clerks, and the salespeople in the retail stores should also be required to give attention to their personal attire. It isn't necessary to clothe expensively. On the contrary, their duties render it more advisable that they dress with an eye to the economical and serviceable phase of the question The matter of cost is really the least important consideration Neatness and cleanliness are the essential attributes, and these virtues may be acquired by all.

PERSONAL.

APPARENTLY there wasn't anything very romantic about the recent departure for Canada of Chas. L. Kerr, who directs the destinies of Gillinder & Sons' New York office. The trip, according to the information given out by his office associates, was intended solely for the benefit of his health. Possibly true; but his physical trouble was evidently of no serious nature. It seemed to consist wholly of an excessive palpitation of the heart, aggravated by a desire to avoid the future payment of a bachelor tax. This conclusion is based upon the receipt of an announcement from Toronto, Ont., that reads as follows:

"Announcement is made of the engagement of Miss Emily Florence Mackie, of this city, the youngest daughter of the late James Mackie, to Chas. L. Kerr, of New York city."

Fred Kline is touring Pennsylvania with the Sevres China Co.'s line, and on August 6 opens a

three weeks' engagement in room 51, at the Hotel Bartholdi, this city.

Joseph Moore has been selected as Edw. W. Hammond's successor in the management of the Adams Dry Goods Co.'s crockery and housefurnishing department on Sixth Avenue Mr. Moore was formerly identified with Koch & Co.'s department on 125th street.

Cupid's deadly arrow has pierced the affections of another road salesman. The target in this instance is Albert F. Lemcke, who travels through the Middle West for the General Mfg. and Supply Co. The wedding took place last Saturday, and after a honeymoon tour the groom will open an engagement on July 29 in Pittsburgh with his concern's samples.

W. V. Higgins was at the Bingham House, Philadelphia, this week, goes to Young's Hotel, Boston, August 3 to 6th, and will be at the Bartholdi, this city, from the 8th to the 14th with the Pope-Gosser lines.

I. Sidney Hirsch has been added to the Sevres China Co.'s road staff. His territory is to embrace a portion of the East. Mr. Hirsch's first tour is booked to begin about August 1.

A. A. Bean is to occupy a sample room at the Hotel Bartholdi, this city, from August 6 to 15. He is to present the Quaker City Cut Glass Co.'s line, which includes many new items.

Frank J. Walsh, buyer for Strawbridge & Clothier, Philadelphia, has been absent from his desk for a couple of weeks because of an injured foot. Most recent reports from his home indicate that he is improving nicely.

Ed. W. Bryan, the Buffalo Pottery's new road scout, is meeting with success on his initial tour through the Middle West. Last week he busied himself in Chicago and this week has been greeting the trade in Milwaukee, St. Paul and Minneapolis. Next week he heads for the Northwest.

Last Saturday's visitors in the District included Lew H. Bown, general manager of the Buffalo Pottery Co Lew was here for a few hours only while en route for a brief New England tour.

Wm. Junor came down from Toronto, Can , last week for a brief visit. He and Brother Robert return here in about ten days.

Harry Herber, who travels south for the McKee-Jeannette Glass Works and Rochester Tumbler Co., is back in New York after enjoying two weeks fishing at Orient Point, L. I. Mrs. Herber and their three children are still there.

Milton L. Stearns, formerly identified with L. Straus & Sons' hotel department, has associated himself with Burley & Co., of Chicago.

O. L. Sutherland, with Geo. F. Bassett & Co., departed last Sunday on a transcontinental trip with Omaha as his first stop. His bookings will take him as far north as Seattle and southerly to Los Angeles.

Con. L Meyer has been selected by the Cumberland Glass Mfg. Co. to manage its new local sample-room on the fourth floor of the Gerken building, 92 West Broadway.

J. Joseph Snyder, with Maddock & Miller, is successfully annihilating time for a couple of weeks at Brielle, N. J., where Mrs. Snyder is also domiciled.

Frederick Carder, secretary of the Steuben Glass Works, Corning, N. Y., was in town for a couple of days last week.

Chas. Kraft, with Daniel Taylor & Co., has gone to Lake Champlain for a vacation of two weeks.

S. P. Arnold is showing Edw. Butler's new samples this week at the Bingham House. Next week he visits Baltimore and Pennsylvania points. S C. Downs, also with Mr. Butler, has gone up the Hudson in pursuit of business.

Chas H. Peet, with Daniel Taylor & Co., has just closed an active four weeks' tour of New York State.

C. L. Dwenger, the French china importer, is booked to sail for home next Saturday, arriving here on August 4.

H. H. McBride is back at his desk in the United States Glass Co.'s quarters after recreating for a couple of weeks along the South Jersey coast.

Geo. Anthony, buyer for Frederick Loeser & Co., left last Friday for the Adirondacks, where he will recuperate for two or three weeks.

Ralph M. Hart has opened his Western fall campaign for Koscherak Bros. At present he is quartered at the Colonial Hotel, Pittsburgh, where he remains until August 3.

This is vacation time at Bawo & Dotter's. Among those at present seeking diversion at various coast,

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mountain and country resorts are Geo. S. Lemcke, Geo. A. Fehn, Wm. H. Schreiber, S. Anderson and R. C. Rhode. H. J. Gluth returned on Monday from his period of rest, and W. A. Mangler goes for a similar purpose next Monday.

Wm. C. Thiesen, with E. H. Knoop & Co., Chicago, is in New York solely on pleasure bent. He returns to Chicago about August 1.

W. S. Creveling, with the McKee-Jeannette Glass Works, began an Eastern tour on Monday that will occupy him for several weeks.

A post-card from J. H. Venon, mailed from Stockholm, Sweden, on July 11, assures the CROCKERY AND GLASS JOURNAL that the untiring Mr. Venon will have this fall "the nicest line of bone china that Sweden has ever produced." Good!

E. H. Gower, formerly a member of the F. H. Pfeiffer Crockery Co., Peoria, Ill., has leased a residence in London and will remain in Englaud at least a year.

Frank P. Boyland, who is to manage the china department in the El Imperio store, Los Angeles, Cal., which opens next October, is expected to sail for Europe this week. He has booked passage on the Deutschland, sailing Thursday.

G. M. Thurnauer, the importer of housefurnishing goods, is due to return from Europe next week

While on his way to the American China Co.'s factory in Toronto, O., H. S. Lincoln spent a few hours in New York on Tuesday. His appearance showed the beneficial effects of a four weeks' period of rest in Connecticut. Mr. Lincoln travels through the Middle West for the American China Co.

John Davison and J. W. French are due home from Europe on Saturday.

Alex. Anderson, of Minneapolis, with his wife, arrived in New York on Monday. They came via Duluth by water to Buffalo, rail to Albany, and thence down the Hudson. It is Mrs. Anderson's first visit to this city.

Jacques Bernardaud, who came over from France about two years ago to study American ways of doing business, and who has been with Higgins & Seiter, received a telegram from his father, L. Bernardaud, the china manufacturer, notifying him to come and take certain examinations, and left the latter part of the week. The young man made many friends during his stay here, and his departure will be regretted. It is hoped that a little later he will come to this country again.

Louis Reizenstein arrived here from Europe Sunday morning at eight o'clock, and at ten took the "Limited" on the Pennsylvania R R and arrived at Pittsburgh in time for supper with his family. He gained twenty pounds while away—evidence that the trip agreed with him.

Edw. J. Touhill has engaged with W H. Dunn & Co., whom he will represent in a selling capacity in New York and vicinity.

W. H. Perker has gone West on his initial order-booking jaunt in behalf of Wood & Yeakel. Mr. Parker was formerly with the Mitchell, Woodbury Co

Chas. F. Koempel was in the District on Tuesday for a few hours and was kept busy shaking hands with old acquaintances. Since quitting the china business several months ago "Charley" has been identified with his uncle in the kid glove trade uptown. He is doing finely, but admits that it is like "shaking" an old friend to remain away from china.

J. C. Bachelder has been in town for several days placing orders preparatory to the opening of the Smith, Patterson Co.'s reconstructed store in Boston, Mass.

J. H. Fry, of the H. C. Fry Glass Co., was in New York a few days ago on a brief errand.

S. G. B. de Mesquita, who books business for W. F. Upham's cut glass lines, leaves on Sunday night for a New England trip.

John Nixon, manager of the Fostoria Glass Co 's New York office, has gone to the factory for a week's stay.

Addison C. Thompson, of the National Glass Co., was in New York for a couple of days early this week.

According to postal advices from Budd's Lake, N. J., "Tom" Magrath is the source of much uneasiness to the fish that inhabit those waters. Although there less than two weeks he has already provoked the envy of the most expert anglers in the vicinity. Trade friends of F W. Jenkins & Co., for whom "Tom" travels, may, therefore, prepare themselves for some fish stories that will bear repeating.

Joseph H. Harris, who for so many years has represented the Tarentum Glass Co., has resigned. "Uncle Joe" will be missed by the Tarentum's customers,

his genial qualities having made him a host of friends. "Quig" Hamilton has been engaged to travel Uncle Joe's territory. He is also a popular man and is well known all over the country.

H. E. Patriarche is absenting himself from the Rochester Tumbler Co.'s quarters for a couple of weeks. He is up in Canada angling for fish and enjoying a deserved vacation.

Among this week's arrivals in New York was Isidore Blaw, who formerly managed the housefurnishing department of the Imperial Dry Goods Co. in Altoona, Pa. Mr. Blaw is now in business for himself in that city, having recently bought out the interests of C. E. Blackwell, who operated a store there for many years.

J. J. Sterns and Morris Smith, representing Wulff & Morris Co., San Antonio, Texas, are in town. They say Texas has never had such crops, and business never was better. They will be here for another three weeks.

DINNER TO GEO. SMALLWOOD.

TWENTY of Geo. S. Smallwood's former business associates tendered him an informal dinner at the Astor House last Tuesday Parlor 19 was reserved for the occasion, which had been arranged for the double purpose of evidencing the esteem in which "Chips" is held by his old friends and also to enable many of them to meet him for the first time since his remarkable restoration to health.

Mr. Smallwood has not been active in the trade for over four years because of serious injuries sustained in a railroad wreck. For a long time it was feared that he had been permanently crippled, but osteopathic treatment in Kirkwood, Mo , finally effected a cure. The successful application of osteopathy in his case induced Mr Smallwood to take up the study himself. He has since passed the necessary examination, and at some future time proposes to establish himself in the profession. The latter fact, therefore, invested Tuesday's dinner with a sort of farewell character, too, for it is not likely that Mr. Smallwood will ever again sell French china—or any other line, for that matter.

H. S. Mirrielees occupied the toastmaster's chair at the head of a prettily arranged table. The other diners, besides the guest of honor were: Lindsley Haviland, Jos F O'Gorman, Edw M Uniack, Ed C Ledger, H L Seixas, Joseph Hurd, Thos Smallwood, Jr, Alfred G Moment, Norman C Walker, John E Plummer, Wm Beech, Elmer I Hughes, Geo F Mackey, Henry Endemann, John Nixon, C H Taylor, R H Yarwood, W S Pitcairn and Chas Weiss. All of these gentlemen expressed their gratification at the recovery of their popular guest, and the latter made a feeling response.

Letters were read from F W Jenkins, A H Hays, Geo S Lemcke, Walter E Knowles, Alfred B Evans, S P Arnold, E B Dickinson, H P Muirheid, H C Conger and others expressing their regret that absence from the city prevented them from attending the dinner. The affair lasted from one until half past three o'clock .

MISSIONARY WORK NOW REWARDED.

"JOE" O'GORMAN S fertile brain has conceived a new scheme whereby interest in the Pottery, Glass and Brass Salesmen's Association may be further increased His Secretaryship, in behalf of the organization, has offered a handsome association pin or lapel button in enamel and gold to every member securing a new one between now and December 15 next C. L. Horning, with C Dorflinger & Sons, enjoys the distinction of having been the first to win one of the rewards.

RECEIVER FOR THE BURGUN CO.

IT is likely that J. Burgun will this week be appointed receiver for the Burgun Decorating Co , decorators of lamps at 146 Grand avenue, Brooklyn Mr Burgun is president of the concern There are eighteen creditors, and the debts total something over $4,700. The assets are somewhat in doubt, although at a recent meeting it was claimed that they would reach $6,500. This figure, however, is believed to be considerably higher than what will actually be realized. The Burgun Decorating Co. has been in existence about eighteen months.

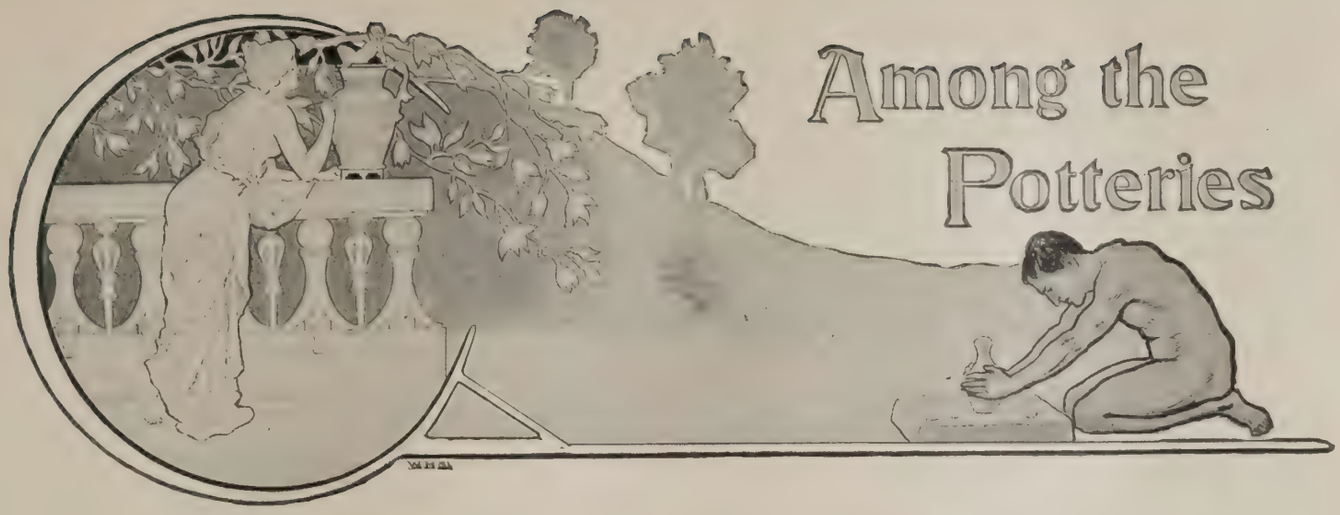
"VERY, VERY UNBUSINESSLIKE."

DURING a swap of reminiscences in the Crockery Exchange Building one day recently, a group of salesmen launched into a discussion of the ever-pertinent "thirds" question. The topic served to refresh W. S. Harris's memory concerning an amusing incident in the earlier days of pottery manufacture in Trenton. Among the firms then in existence was one in which the Coxons were interested with a gentleman named Bateman . The latter was a thorough going business man, but absolutely devoid of knowledge concerning pottery. A few days after his entrance into the business he chanced to discover a batch of orders on file for "thirds."

"Why haven't these orders been filled?" he inquired of the bookkeeper

"We have shipped a lot of 'thirds' lately, Mr. Bateman," replied the bookkeeper, "and the stock has been exhausted."

"Very, very unbusinesslike, young man," was Mr. Bateman's retort. "Insist upon having more made at once!"



East Liverpool and Vicinity.

Manufacturing is now proceeding regularly at all the operating Western potteries. Generally they consider business conditions unusually favorable, and are holding firmly to the modest prices now established. These are still lower than they should be, though they are not destructive to the business of a good plant, economically and enterprisingly operated.

* *

J. J. Parkhurst, buyer for S. H. Kress & Co., New York, spent several days in East Liverpool the past week placing orders for their fifty-eight stores scattered mainly over the South and Southwest They buy in car loads, and ship not less than a car to each store. Mr. Parkhurst pronounced the business outlook very flattering for fall trade.

* *

Jacob Scott has made arrangements to represent the Goodwin Pottery Co. on the road, and set out the past week with a full line of samples of their new fall offerings. Mr. Scott is a veteran in the trade and will not fail to give a good account of himself with the excellent line he is representing.

* *

Business at the D. E. McNicol potteries is opening well. They are having a good California trade and have booked a large number of shipments for the South during August. They are receiving quite a sprinkling of orders from the rest of the country, and are now comfortably busy. Mr. Deens is now in New York State, having set out the past week on a trip which will also embrace New England. They report trade on both semi-porcelain and white granite as consuming the production of their Wellsville plant, which is devoted exclusively to these. Their semi-granite and rock goods—the output of their home plant—are moving with the usual vigor for the latter part of July. They feel confident that the fall trade this year will be the largest in their history.

* *

At the recent annual meeting of the Cartwright Bros. Pottery Co. the board of directors was increased to six. These officers were elected; President, John T. Cartwright; vice president and general manager, Fred H. Cartwright; secretary, W. H. Cartwright; treasurer, A. J. Cartwright Mrs. Harriet S. Cartwright and Mrs Elizabeth Cartwright were added to the list of directors.

* *

The pressers and turners who were on strike for higher wages at the Electric Porcelain Co. were all discharged last week

* *

At the annual stockholders' meeting of the Dresden China Co., Salineville, O., recently, the following directors were elected: John Williams, H B. Clark, H. R. Shaff, John J. Kirk, H. H. Kirk, C. S. Smith, J. F. Gilson, Alvin Lang and C. R. Mahon. The officers are: John Williams, president; H. B. Clark, first vice-president; H H. Kirk, second vice-president; John J. Kirk, secretary.

* *

The charter of the Kenilworth Tile Co., which will operate a plant in Newell for the manufacture of tile and other clay products, has been received. Capital, $25,000.

Trenton.

Howard B. Moses has been engaged by Jas. E. Norris to purvey the Anchor Pottery's line of porcelain, white granite, decorated staples and specialties through the New England market. An introduction is scarcely necessary in the case of Howard. His twenty-three years' association with the John Moses & Sons Co has given him a trade acquaintance that extends from coast to coast and from the Lakes to the Gulf. When seen at the Anchor a few days ago he was busying himself in the preparation of samples for his initial trip. He waxed enthusiastic over the quality, texture and finish of the line. The latter this season includes a new toilet set that has been christened the Richmond. It possesses exceedingly fine proportions and seems destined to win high favor.

* *

The twenty-two local delegates to the annual conference last week of the Young Women's Christian Association in Silver Bay, N. Y , paid a pretty trib-

ute to the pottery industry by their manner of dress in the parade which featured that gathering. Their headgear was made out of cardboard and crepe paper fashioned in the shape of a cup and saucer, and resembled closely the mortar-board caps won by female college students. Each parader carried a wand, from the end of which dangled a fac-simile of a pitcher, also constructed of paper. At the head of them in the line of march was a float containing a miniature kiln constructed of paper.

* *

Chas. W. Harrison sailed on Tuesday aboard the Teutonic for a visit to the English decalcomanie and color houses that he represents in this country He will be abroad several weeks.

* *

A. H. Hays, with the Cook Pottery Co., after a week's engagement in Philadelphia, headed for New England on Monday.

Kittanning, Pa.

The appraisal of stock at the pottery here has been completed, and Mr. Mellor, of the Cook Pottery Co., is at work getting everything in readiness to start up. He expects to be in regular operation by the first of the month. The report of the actual sale of this pottery by the Colonial Trust Co. to the Cook Pottery Co seems to be an error. The pottery is to be operated by the Cook Co. on some sort of a lease. What may be the future outcome of the arrangement, and whether the Cook Co. will be the permanent proprietors and operators, remains to be determined later.

* *

There is little doubt but that the Colonial Trust Co. have had all the experience in actual pottery manufacture that they desire in operating the Ford China Co 's plant during the past two years They ordered this big plant shut down indefinitely a few weeks ago. It is reported that they have $30,000 to $40,000 worth of decorated ware in stock—made with the expectation that it would be taken by big scheme buyers. Banking experience does not avail much in operating a pottery. What will be the destiny of the Ford China plant is now problematical, though it is hoped that several lawsuits may be amicably adjusted and that some experienced pottery manufacturer may come into possession of this fine factory.

Wheeling.

The Wheeling Potteries Co. are continuing their fullest operations and have demands requiring output as fast as ready. Their volume of July business is surpassing that of the same month of any previous year, and is proving eminently satisfactory. The large movement in their several high grade dinners and toilets is highly gratifying to the management and is proof of the popularity their staples are enjoying.

* *

The Warwick China Co. say business is opening well, with the best of prospects, and no complaints can be made by them over present conditions.

IN THE HOUSEFURNISHING WORLD.

Peter Peterson, a broom manufacturer in Davenport, Ia., for many years, is dead.

J. D. Bailey's department store, Los Angeles, Cal., was damaged by fire recently.

The Globe Department Store, Waukegan, Ill, was partly burned several days ago.

The department store of Isaac Dreyfus, Pine Bluff, Ark., suffered a loss by fire recently.

Gus Krenzein has bought out A. M. Wagner & Bros.' housefurnishing store in Omaha, Neb.

J. T. Engelhart is to open a housefurnishing store in San Jose, Cal., about the middle of August.

Webster & Stone have succeeded Webster & Sanders as housefurnishing dealers in Morrisville, Vt.

To deal in aluminum specialties, the Owen Bros.-Hildson Co., Boston, Mass., has been incorporated. Capital, $50,000.

To keep tins bright they should be washed well with hot soda and water, then dried and polished with a little powdered whiting and a clean cloth.

A tangled mass of wire is being offered in England as a sanitary substitute for the scrubbing brush. It is made of a material called aluminoid, which will not rust or corrode.

The Joseph Horne Co. of Pittsburg, and Boggs & Buhl of Allegheny had their annual outings for employes Saturday. The Horne people formed in procession at the store and marched to the Lake Erie station, where trains were taken to Aliquippa. The Boggs & Buhl employes had their outing at Luna Park.

The Mission district in San Francisco is to have a big department store. It will be situated on Mission street, between Twenty-second and Twenty-third, and the firm that has taken up the project is Frohmann & Priester. Henry Frohmann was a member for many years of the firm of Strauss & Frohmann, formerly of 107 and 109 Post street. I. Priester was in business formerly at 1416 Stockton street.

Prager's department store was the first of all the large retail concerns in San Francisco to begin clearing away the ruins of its former location, and it will now be the first of such concerns to reopen upon its old ground in the burned district. The new store will extend from Market street at Jones through to Golden Gate avenue, having an area of nearly two acres of ground and covering over two-thirds of the entire block.



THIS week might properly be compared with the lull that precedes a storm. There has been only fair activity, but the conditions are expected to experience a radical change next week. The vanguard of the buyers coming here via the merchants' rate excursions are looked for early in the week. Before the 4th the city is expected to be fairly alive with purchasers from every point, most of whom have purposely delayed their visits in order to attend the housefurnishing exhibition that begins on the 6th.

No important acquisitions to the Consolidated Lamp & Glass Co 's fall exhibit at 19 Murray street are to be made. The line is now complete in every particular, and serves to emphasize more strongly than ever the wonderful progress that this concern has made in the production of practical and highly decorative glassware for oil, gas, electric and even candle lighting. The last-named takes the form of five inch shades for attachment solely to candlesticks They have either iced or rough interiors and are made more attractive by etched and enamel decorations Orange is a new color treatment on shades that the Consolidated has just introduced, and old rose is an equally new tone on electric domes. The latter shows up especially well when enlivened by an etched design. The oil lamp assortment contains a host of new ideas in the shaping of bodies, most of them being tall, slender and exceedingly graceful.

Final arrangements were closed a few days ago between the J. B. Owens Pottery Co , lessees of the ground-floor salesroom at 66 West Broadway, and John H Ling. formerly buyer for the Siegel Cooper Co. As a result, Mr. Ling takes possession next Monday, and will carry a line of cut glass and J. B. Owen's personal production of vases and jardinieres.

Growing pigs have lately made their appearance as an adjunct of the A. Radford Pottery Co.'s product. These tiny ceramic prototypes of young porkers have porous bodies upon which is sprinkled grass-seed. The interior is then filled with water, and a three-inch growth of grass on the surface of the animal is guaranteed inside of two weeks. These pigs are a ten-cent article even with the addition of packages of grass-seed. They are indescribably humorous in appearance when covered by a thick growth of grass.

Of the many excellent contributions to the artistic side of ceramics in recent years by S. A. Weller, none has contained more refreshingly new characteristics than the cameo jewel jardinieres and pedestals just received. The name applied to the ware serves to describe the nature of its decorative purposes Cameo reproductions which seem to bear no direct relationship to the body of either "jar" or "ped," but rather to form a distinct setting in the ware, form a part of the various designs. The remainder of the ornanentation is made up of fac-similes of jewels, which, like the cameos, appear to be inlaid. The colorings of these imitation jewels require the hand of a skilled artist, for the slightest exaggeration or restraint in the employment of color would completely spoil the illusion. There are six different shapes of jardinieres in the exhibit, ranging in size from 5½ to 15 inches.

Samples of the Wheeling Potteries Co.'s newer creations in specialties and staples were unpacked at 82 West Broadway a few days ago. Among them are vases containing college football players as decorative subjects. These gridiron heroes are executed in freehand paintings and are designed to represent all of the more prominent colleges that maintain elevens. On the back of each vase the seal of the college represented by the figure occupying the opposite side is reproduced. A silver-covered ice pitcher and new cracker and biscuit jars also merit comment. There is also a turkey set with a maroon border enlivened by gold tracery that is likely to take well. The centers of platter and plates are occupied by barnyard views in which the turkey is conspicuous in various poses.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending July 24, 1906

BREMEN

19 packages glassware.....L Straus & Sons
30 " " .....A Steinhardt & Co
8 " " .....Samstag & Hilder Bros
5 " " .....L Heuman & Sons
154 " " .....Miscellaneous Orders
16 " earthenware.....L Straus & Sons
4 " " .....Hamburger & Co
16 " " .....Knauth, Nachod & Kuhne
7 " .....N Wapler
116 " " .....Strobel & Wilken Co
14 " " .....Miscellaneous Orders
117 " toys.....Geo Borgfeldt & Co
4 " " .....Hamburger & Co
2 " " .....Knauth, Nachod & Kuhne
96 " " .....L H Mace & Co
25 " " .....F A O Schwartz
182 " " .....Strobel & Wilken Co
79 " .....Miscellaneous Orders

HAVRE

80 packages chinaware.....F P Abbot
460 " " .....Haviland & Co
37 " " .....Vogt & Dose
65 " glassware .....E Utard

LIVERPOOL

41 packages chinaware.....C Ahrenfeldt & Son
19 " " .....Endemann & Churchil
2 " " .....L Heuman & Sons
5 " " .....Strobel & Wilken Co
2 " earthenware.....The Rowland & Marsellus Co
7 " " .....E Boote
7 " " .....Maddock & Miller
15 " " .....J S Robertson
16 " " .....Strobel & Wilken Co
10 " " .....Miscellaneous Orders
8 glassware.....Strobel & Wilken Co
94 " .....Miscellaneous Orders
20 " toys.....Strobel & Wilken Co

COPENHAGEN

375 packages toys .....Geo Borgfeldt & Co

SOUTHAMPTON

26 packages chinaware.....C Streiff
39 " " .....Paroutaud & Watson
4 " " .....Bawo & Dotter

LIMOGES

143 packages chinaware .....W L Brigg

ANTWERP

8 packages glassware .....A Berger & Co
13 " " .....Fensterer & Ruhe
38 " " .....E Rorse
8 " " .....L Straus & Sons
6 " " .....J M Shaw & Co
73 " " .....Geo Borgfeldt & Co
81 " " .....B Gunthel
40 " " .....Strobel & Wilken Co
330 " " .....Miscellaneous Orders
2 " chinaware .....L Straus & Sons
31 " earthenware.....Geo Borgfeldt & Co
5 " " .....G F Bassett & Co
17 " " .....O Goetz
8 " " .....Koscherak Bros
3 " " .....L Straus & Sons
29 " " .....E R Thieler
46 " " .....Strobel & Wilken Co
84 " " .....Miscellaneous Orders
12 " toys.....Hamburger & Co
19 " " .....L H Mace & Co
9 " .....R H Macy & Co
28 " " .....C B Rouss
83 " " .....F W Woolworth
179 " " .....Strobel & Wilken Co
24 " " .....Miscellaneous Orders

CANTON

17 packages chinaware.....Jones, McDuffee & Stratton Co

ROTTERDAM

886 packages earthenware .....Geo Borgfeldt & Co
22 " " .....L D Bloch & Co
116 " " .....Bawo & Dotter
4 " " .....A Steinhardt & Bro
9 " " .....Samstag & Hilder Bros
10 " " .....L Straus & Sons
82 " " .....Miscellaneous Orders
19 " glassware .....L Straus & Sons
1 " toys .....Samstag & Hilder Bros
3 " " .....F A O Schwartz
106 " " .....B Illfelder & Co
9 " " .....Hamburger & Co
9 " " .....Bawo & Dotter
6 " " .....Ambers, Brill & Co
8 " " .....Strobel & Wilken Co
94 " " .....Miscellaneous Orders

TRIESTE

8 packages glassware.....Geo Borgfeldt & Co

HAMBURG

35 packages glassware.....L Straus & Sons
10 " " .....F Bing & Co
2 " " .....L D Bloch & Co
63 " .....Elmer & Amend
18 " " .....Fenesterer & Ruhe
2 " " .....Kmy-Scheerer Co
3 " " .....W R Noe
15 " " .....L Heuman & Sons
31 " " .....Strobel & Wilken Co
84 " " .....Miscellaneous Orders
179 " earthenware .....Bawo & Dotter
13 " " .....C Ahrenfeldt & Son
5 " " .....F Bing & Co
4 " " .....L D Bloch & Co
64 " " .....Geo Borgfeldt & Co
6 " " .....Fensterer & Ruhe
29 " " .....Karl Hutter
1 " " .....M Kirschberger
12 " " .....Kocherak Bros
2 " " .....J Palme
40 " " .....Strobel & Wilken Co
53 " " .....Miscellaneous Orders
40 " chinaware.....L Heuman & Sons
5 " toys.....L H Mace & Co
11 " " .....Bawo & Dotter
134 " " .....B Illfelder
4 " " .....Samstag & Hilder Bros
63 " " .....Strobel & Wilken Co
117 " " .....Miscellaneous Orders
6 " harmonicas.....Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

HAMBURG

79 packages earthenware.....Jones, McDuffee & Stratton Co
346 " " .....Brown Bros. & Co
59 " " .....W N Proctor & Co
18 " " .....R F Downing & Co
89 " " .....Geo Borgfeldt & Co
114 " " .....Boston and Maine Railroad
277 " " .....First National Bank
15 " " .....B D Webber
12 " " .....Bawo & Dotter
8 " " .....Houghton & Dutton
4 " " .....G F Lawrence & Co
37 " " .....W R Noe
16 " " .....Martin Copeland & Co
17 " " .....Richard Schwarz
2 " .....Macalester & Co
56 " " .....Miscellaneous Orders

LIVERPOOL

23 packages earthenware.....Jones, McDuffee & Stratton Co
21 " " .....Rowland & Marsellus Co
10 " " .....Mitchell, Woodbury Co
2 " " .....Richard Briggs Co
35 " .....Downing's American Dispatch
8 " " .....Miscellaneous Orders

MANCHESTER

5 packages earthenware.....Downing's American Despatch



La Porcelaine Théodore Haviland

Limoges, FRANCE

The brand of *Théodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE**, is part of the stamp, in order to

AVOID IMITATIONS.

William L. Briggs,
25 Murray St., New York

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903
Hors Concours, St. Louis, 1904.

Special Exhibition

Of Rich Cut Glass from the

Empire Cut Glass Co.

AND

H. C. Fry Glass Co.

Opens on Monday, July 30, at 66 Murray Street, New York City, the sample-rooms of

W. F. UPHAM.

Visitors are requested to observe the superior QUALITY of blanks, cuttings and finish. . . . . .



Pittsburgh and Vicinity.

The factories are nearly all in operation again, and the new fire is starting with good prospects. While the various conferences and annual meetings of the workers and the glass manufacturers have not all resulted in agreements, there seem to be no serious obstacles to be overcome in any branch of the industry represented by this journal.

Machines are gradually coming to the front in nearly every branch, and there seems little doubt but that they will be the controlling factor within the next three or four years. No one now thinks of making fruit jars by hand, and in another year or so all of the larger bottles and wide-mouthed jars will be produced by machinery. The same condition with narrow-necked and small bottles will also prevail as soon as the inventors can give their undivided attention to them. Their successful making by machine has been fully demonstrated. Competition with the chimney machines is now practically impossible by hand, and their full introduction is only needed to eliminate hand work in this branch. Tumblers and everything in blown goods are sure to go into the machine category. Bottles, chimneys, tumblers, globes and shades being thus produced, little is left outside of pressed tableware, and machinery is cutting an important figure in many lines of this branch against strictly hand work.

The H. L. Dixon Co. have been awarded the contract for the addition to the Monongah Glass Co.'s plant, and also for the erection of a new glass house soon to be built at Grafton.

The Federated Glass Co., Jeannette, Pa., have declared, it is announced, a fifty per cent. dividend on their capital ($50,000), payable the first of August.

The Indiana Glass Co , Dunkirk, Ind , started two tanks last week and are starting their third one this week.

The non-refillable bottle scheme will not down. It is now announced that the Lotus Non-refillable Bottle Co. of Chicago have negotiated for the Humphrey-Dearth bottle plant of Paris, Ill., and will commence the manufacture of non-refillable bottles there this fall.

Wheeling and Vicinity.

The factories in this section are now quite generally in regular operation, and trade is reported moving well in all seasonable goods. Tumblers and jellies are very active, and business in all summer glassware is well maintained. The lamp factories report increasing activity, while fancy glassware is having a satisfactory demand.

New Martinsville, W. Va.

A six per cent. dividend has been declared by the directors of the New Martinsville Glass Co. on last year's business. The past year has been their best one, and they are opening this fire with a number of important orders on file. Manager D. W. Baird is to be congratulated.

Shadyside, O.

Manufacture is to be resumed shortly by the Leighton Glass Co., which has been inactive since the latter part of April. In addition to the production of glass toy sets, marbles and other novelties, the company plans to devote much of its future attention to glass bricks.

Moundsville, W. Va.

The Fostoria Glass Co. started their new fire Monday. The decorators, moldmakers and a portion of their other operatives commenced work last week. They had a good many repairs and improvements under way that prevented their starting until this week. Their past year's business was very successful, and they are starting the new one under favorable conditions.

Bridgeport, O. The Crystal Glass Co. are making arrangements to establish a decorating department at their factory. W. W. Crowl, of Martin's Ferry, is said to have been engaged to take charge of it. Work is expected to commence next month.

BUSINESS BRIEFS.

Wm. Duren has added a crockery department to his store in Chippewa Falls, Wis.

Mr. and Miss Walleck, of Lipton, Ia., have opened a crockery store in Iowa City, Ia.

Damage amounting to $7,500 was caused by fire recently in W. M. Bell's china and glass store, Franklin, Pa.

It is expected that the offer of 33⅓ per cent. to the creditors of J. W. Putts & Co., Baltimore, Md, will be confiirmed by the court.

For three days, beginning Wednesday, August 1, the American Ceramic Society will conduct its annual meeting this year at Beaver Falls, Pa.

A consolidation has just been effected of the silver manufacturing firms of Goodenow & Jenkins, Boston, Mass., and Wm. B. Durgin, Concord, N. H.

The offer of forty per cent. to the creditors of I. G. Dillon & Son's Co., Wheeling, W. Va., is being considered by many of the latter and will probably be accepted.

Announcement is made by the H. A. Meldrum Co., of Buffalo, N. Y., that it has severed its connection with the firm of J. E. Manix & Co., and has opened its own New York office at 10 Greene street, with R. J. McKay in charge.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Experienced salesman for established line of cut glass in New England and Middle West. Address Box 774, Corning, N. Y.

WANTED—First-class crockery, china and housefurnishing buyer for large Western department store. State age, experience, references and salary expected. Address Box 406, this office.

BUSINESS OPPORTUNITIES.

WANTED—Good line of rich cut glass at reasonable prices by a good salesman, on commission, for New York and vicinity. References furnished. Address A. A., this office.

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equalled. Absolutely the best quality, with low price.

H. C. Fry Glass Co.,

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

QUAKER CITY CUT GLASS CO.,

DOWNS & BEAN, SELLING AGENTS,

1035 Market Street, Philadelphia, Pa.

A. A. Bean will be at the Bartholdi Hotel, New York, from August 6th to 15th. Call and inspect the line. Many new items.



BANQUET GLOBES
HALL GLOBES
GAS GLOBES

In a large variety of design and shape in different styles of etching. Prices furnished on application.

New York Agent, PAUL JOSEPH, 55 Park Place.

James J. Murray & Co.,

MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.



Illustration shows the 5-oz Saucer Champagne of one of our latest productions in Lead Blown Stemware—No 13634 Pattern, made from Rich Lead Glass, with the SILVERY RINGING TONE—THE KIND WE MAKE.
This design contains 14 different articles, and is also made with Needle Point Etching No 266.

United States Glass Co.,

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

Separate catalogues of the different branches of our business furnished on request.

— BRANCH SHOWROOMS: —

New York, 29 Murray St. **Philadelphia, 9th & Market Sts.**
Boston, 144 High St. **Baltimore, 110 Hopkins Place.**
Chicago, 409 Atlas Block. **San Francisco, 18 Sutter St.**
St. Louis, 617 Granite Building, 4th and Market Sts.

New Lines of Dinner Ware and Staple China for Spring Importation.

Special Attention is called to our Import Line of

CHINA. **EASTER NOVELTIES** **PAPIER MACHE.**

SAMPLE LINES OF CHINA, DOLLS AND TOYS ON SALE.

HAMBURGER & CO.,

28-30 West 4th St., New York.

THE NEW COLOR HOUSE.

L. Reusche & Co.,

71-73 Park Place, New York.

Our Mr. Louis Reusche has been identified with pottery and glass manufacture for twenty-eight years.

Colors and Materials for Pottery, China and Glass Decoration, Enameled Ware, etc.

Sole Agents for **JAMES HANCOCK & SON,** Worcester, England.
Digilis Ceramic Art Color Works.

Sole Agents for **JOHN LAMB'S**
Potters' Printing Paper in sheets and rolls.

ELARCOITE (a substitute for Oxide of Tin). Write for sample and prices.

Nipur Vases.

Metalline Vases.

Cretona Vases.

Victor Jardinieres.

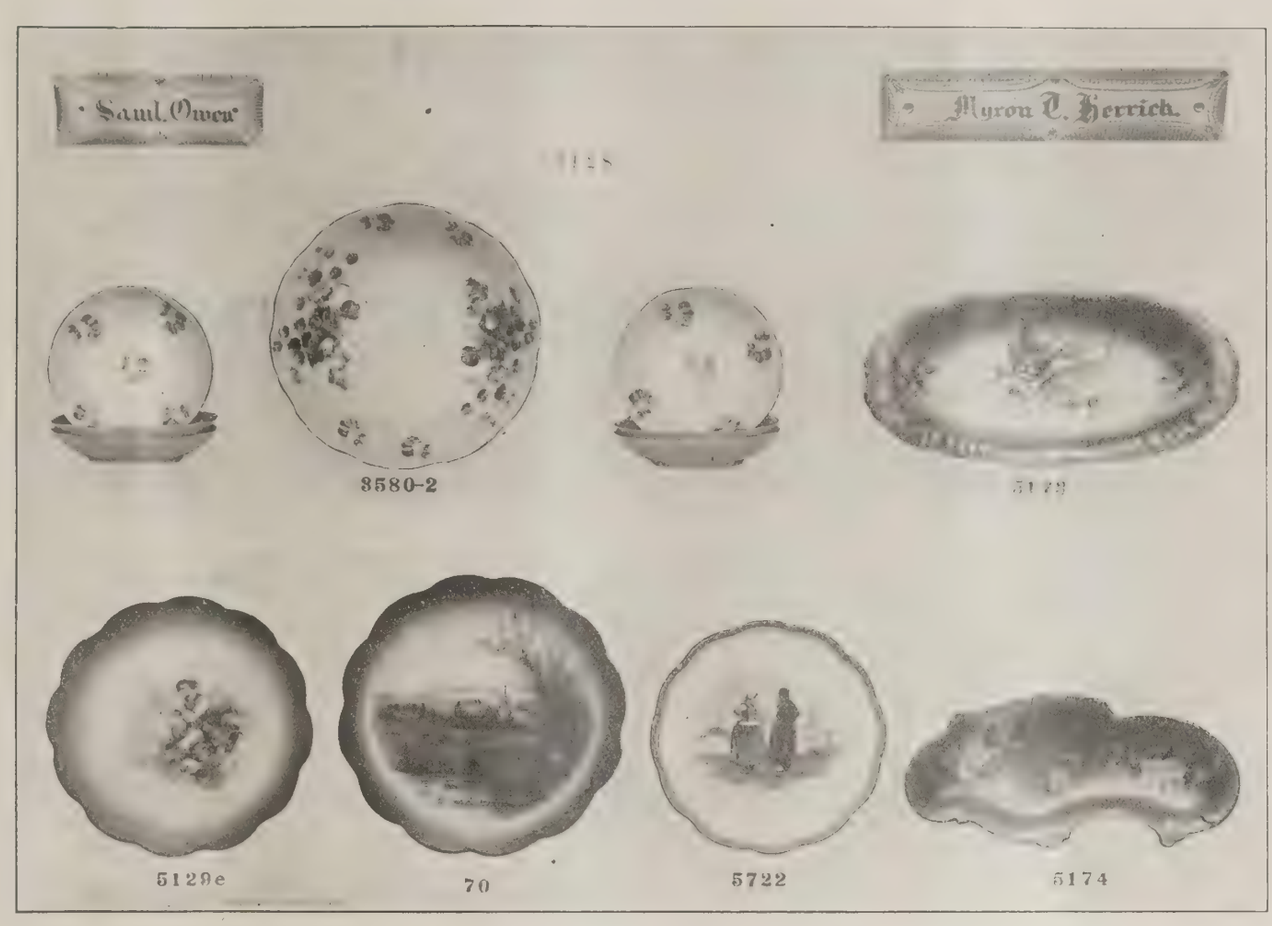
Rail-Plates.

Cook Pottery Co.,

TRENTON, N. J., and KITTANNING, PA.

THE NATIONAL CHINA CO.,

East Liverpool, Ohio.



IF it's holiday specialties you are looking for, or popular-priced novelties that sell every day in the year and are money-makers, then write us for our late 25-page illustrated catalog. The above illustration shows a few hard knockers.

BERRY SETS, with one large Salad and six fruits to match, from 30 to 75 cents per set.

Maybe you are looking for porcelain door or desk plates—any name—nicely decorated, will never tarnish, ready to put on?

ROLL or BREAD TRAYS, size 7 by 13 in., richly decorated. Price from $2 to $4 per dozen.

THELMA PLAQUES, or Card Plates, sizes 8 to 10 in., figure or scene decoration, lustre border, heavy gold lines. Prices from $9 gross to $24.

How about a Souvenir Plaque or Calendar Plate, Mug, Tankard, Stein, etc., with your monogram, trademark, building—any local scene—lettering, etc.? Then send a picture of same, and see how cheap in quantities we can submit prices to you.

THE NATIONAL CHINA CO., East Liverpool, O.

Manufacturers
Dinner, Toilet Ware and Specialties.

New Line of Specialties

For Fall Trade.

HOTEL BARTHOLDI,

Room 51,

Twenty-Third Street and Broadway, New York.

AUGUST 6th to 25th.

Mr. Fred. Kline

will be in charge, and will be glad to see the trade.

THE strongest showing we have ever made. Sixteen lines of Fancy Goods, eighty-eight pieces to the line. In Dresden effects, underglaze blues, and Amsterdam figures. Twenty new dinner patterns and a full line of toilet ware. Be sure and see them.

Sevres China Co.,

East Liverpool, Ohio.

REPRESENTED BY ————————

Mr. Cecil E. Taylor,

BARTHOLDI HOTEL,

Room 81,

AFTER AUGUST SIXTH.



The

Knowles, Taylor & Knowles Co.

POTTERS,

East Liverpool, Ohio,

Extend to the trade a most cordial invitation to call and inspect their extensive new fall line, which includes a great variety of shapes and decorations in Dinner and Toilets, and a big, new and complete line of Specialties.

"The World's Best"

A simple phrase, but brim-full of significance, as applied to cut glass. The dealer knows its truth; so does the buyer. That's why a lower price for some other cut glass than Libbey has no powers of attraction.

That's Why the Buyer Looks for the Name

The Libbey Glass Co.
TOLEDO, OHIO
New York Salesroom, No. 57 Park Place

Libbey
"THE WORLD'S BEST"

LOOKING FOR THE NAME



CROCKERY AND GLASS JOURNAL

NEW YORK, AUGUST 2, 1906.

THE CONDITION OF BUSINESS.

New York. There is a continued improvement in conditions throughout the country. Reports from every section indicate an awakening of shopping activity and a resultant anxiety on the part of merchants to replenish stocks as rapidly as possible. There is every reason why this fall should be productive of much better business than last year. There exists no yellow fever epidemic in the South to paralyze commerce, as it did a year ago, and the West is free from the labor unrest that was in prospect in the fall of 1905. Prosperity seems to prevail on every hand, and there is no reason at this time why it should not continue.

While the road salesmen now touring the East are meeting with very satisfactory results, their endeavors have been affected to a considerable extent by the absence of many buyers on vacation trips. Similar disappointments are being experienced in the Middle West and South, too; but the returns from those quarters are, nevertheless, very pleasing.

The influx of buyers into New York commenced in earnest this week. Heretofore the visitors have been scarce and the ordering rather light. But the arrival of the first of the merchants' excursions has wrought a change that is mighty agreeable. The crowd of visitors will be considerably reinforced before Sunday, and by next week the city ought to be entertaining a very large delegation. Many merchants accustomed to come here about the middle of July have delayed their arrivals this year until next week because of the housefurnishing goods exposition that opens on Monday in Madison Square Garden.

The retail trade in this territory has shown very little change for the better of late Stocktaking has only just been completed in some houses, and several of the department managers are enjoying their vacation periods. While the retail thoroughfares contain large throngs nearly every pleasant day, the promenaders are out for sightseeing rather than serious shopping purposes.

Some pretty good orders are being placed for decorated and metal lamps, together with portables and glassware designed for gas and electric lighting attachment. The increasing popularity of portables is evident, but this fact doesn't seem to have very materially affected the sale of nicely-decorated lamps. The call for the latter at this time seems to compare very favorably with that of last season.

Trenton. If existing conditions are any criterion of the business that is to follow as the season advances, the local concerns are certain to experience the very best fall trade in their history. Orders are more numerous and of larger proportions than they were last year at this time. In other words, the buying has opened earlier

and with much more spirit this season. and, according to present indications, no slump is in prospect.

The need for goods in San Francisco is emphasized by the receipt of several large demands from that far-distant point. There is also a splendid call from the Middle Western territory and the South. The East, of course, has been quite as prompt as usu al in extending its patronage. Altogether, the outlook was never brighter from a local standpoint.

Pittsburgh and Vicinity.

The business situation at the glassware factories is encouraging. July orders, though not pressing, are footing up a desirable volume, and the factories are entering August with a satisfactorily-increasing trade. The tableware factories are now all operating successfully, aad reports from the majority say that orders are showing a gratifying increase from day to day, especially from the South, West and Pacific Coast.

Trade conditions are normally good for the season, with every indication of an unusually good fall trade in all seasonable lines.

There is still considerable pressure for common tumblers and jellies, and fruit jars are moving liberally, with prices firm.

There is an increasing inquiry for certain tableware lines, sets and pieces; also an improved demand for stems and blown goods.

Bottles are moving satisfactorily, and chimneys show the usual conditions for the season of the year.

Decorated lamps are receiving increased attention.

East Liverpool and Vicinity.

The situation among the Western potteries is good. Trade at the majority for the first of August is showing a satisfactory volume and a healthy increase from day to day. Quite a number have order files that are now crowding their capacity and are booking liberal current demands from their traveling salesmen, visiting buyers and direct mail. A more encouraging August opening has not been experienced for years

From several manufacturers who have been spending some days in Chicago, St Louis and leading Western cities gratifying reports are received. They say the volume of business is large and rapidly expanding, and that brisk activity is noted generally.

San Francisco collections are now coming along freely, showing that insurances have been adjusted and that finances are becoming easy there.

Wheeling and Vicinity

Manufacturing in this district is moving along vigorously in the pottery and glassware industries. The demands at present are fully normal, and very bright prospects for the closing half of the year are now apparent. In fact, the potteries never entered a fall campaign with better order files and a brighter outlook for an immense trade, while the glassware factories are generally doing a satisfactory business and feel confident of one of the most successful fall campaigns they have ever experienced.



Fred. D. Farrell and John J. Hines, now in the Adirondacks, wondering whether they had not better retire as salesmen for Blakeman & Henderson, and go into the fish business.



WHILE a greater number of visiting buyers have been observed in the District this week than heretofore this summer, the buying has not been at all heavy. Some of the lamp agencies landed nice orders, but the sales were not as numerous as had been looked for. Next week is expected to yield splendid results because of the army of merchants certain to come here for the housefurnishing exhibit.

With the object of satisfying the demand for wares that may be retailed from ten to twenty-five cents, Frank Beardmore & Co. have sent from their English factory some surprisingly good things. Samples are now being shown by Fondeville & Van Iderstine. Particularly neat are the cups, saucers and plates that contain green and blue underglaze decorations and also gold and white treatments. Less artistic, but decidedly unique, are the plates, oatmeals, bowls, creamers, mugs, cups, saucers and sugars that are adorned by hand-painted subject of nursery rhymes. The latter, too, are reproduced on the border. The Fondeville & Van Iderstine display also includes some dinnerware specimens from Dudson, Wilcox & Till that are exceedingly fetching. The underglaze designs, especially when accompanied by gold illumination, are notably good. Some new ideas in the employment of gold and white are also exploited.

The Blau Bros. Co., has placed its "Nearbronze" statuary line with Geo A. Granville at 95 Pearl street, Boston.

Edw. Butler has recently assumed the American representation of four additional European factories. They include Robinson & Leadbeater, Ltd., English makers of parian, porcelain, etc , Conrath & Liebsch, Bohemian glassware manufacturers; Harrop, Hammond & Co., Ltd., producers of crystal and colored glassware at Brierley Hill, Eng.; and the Soho pottery, Tunstall, Eng , makers of pedestals, umbrella stands, etc. Because of the space required for the proper exposition of these samples, augmenting the five other lines which Edward Butler has carried for some time, it has been found necessary to engage additional quarters. Consequently, the third loft at 45 Warren street, directly overhead the floor at present occupied by Mr. Butler, will hereafter be also in his charge.

The English China Clay Co. has been incorporated under New York laws to represent in the American market various clay mines that are located in Cornwall, England. The concern's New York office is in room 47, 25 West Broadway.

Numerous additions to Gillinder & Sons' already extensive variety of gas and electric glassware have been made within the past few days. Among the newer arrivals are designs that merit complimentary mention for their superior tastefulness as well as originality. An etched treatment of the rose is one of the more conspicuous. Another exploits a sort of colonial idea on an imitation satin surface. An imitation cut pattern with strikingly distinct lines is also very good.

Burnt brass and ebony, the new finishes on portables from the General Mfg. and Supply Co., have attracted much attention since their installation in E. Bergman & Son's headquarters. Both colorings are quite different from those heretofore applied to metal portables or lamps, and, naturally, deserve the recognition accorded them. But they are really a subordinate virtue of the line, which includes not only various other finishes, but also a series of shapes that are novel and graceful. The decorated lamps in the same exhibit also possess characteristics that distinguish them from previous creations. Floral motives invariably inspire the artists in the ornamentation of these lamps. While the paintings are true to nature, the flowers are grouped with an eye to originality, and the groundwork colorings are also fresh

enough in conception to give a new character to the old subjects. Some of these lamps have been treated with silver deposit designs over the paintings, producing effects that are as pleasing as they are unique.

M. J. Geary, manager of the Japanese department of Carlowitz & Co., is home from his last hurried trip to the Far East loaded with probably the greatest aggregation of Japanese ware that was ever shown in this city. Great values will be shown very shortly in some of the prettiest European designs ever made in Japan.

Room 322 at the Astor House has been reserved for the display of samples from the Handel Co., of which J. E. Austin and W F. Handel are in charge. The exhibit, which remains here for a couple of weeks, includes leaded glass, mosaic and hand painted shades, together with decorated tobacco jars, smokers' sets, etc.

No exposition of gas and electric portables in this market contains more refreshing surprises this fall than that of Edw. Miller & Co. The fancy of modeler and colorist alike has been allowed great freedom, with the result that there are shapes and finishes in the assortment that are absolutely unlike all predecessors. Two of the new finishes are especially worthy of mention. One is dark green in tone, and the other is its antithesis, being a very light green. These finishes are not only employed individually, but they also show to fine advantage when combined with one of the various other metal colorings produced by the concern. A number of leaded glass shades, the designs of which are controlled solely by Edw. Miller & Co., are also being presented for the first time. These depart in many instances from the floral and conventional subjects which distinguish most shades of the character. They exploit, instead, ideas that are quite as artistic and yet entirely original. The apartment occupied wholly by vase lamps has also been filled by specimens that easily eclipse anything ever before attempted by the company. The forms are new and the finishes include all of those which clothe the portables.

Three specimens from the Unique Art Glass & Metal Co. which have lately reinforced the exhibit by S. B. & C. B. Clark deserve the personal and immediate attention of all who may feel interested in the highest standard of art glass designing. They not only attain a degree of perfection never before reached by their creators, but are likewise calculated to favorably compare with anything of a similar character ever before produced by any art glass concern. One of the pieces portrays a frog posed as if about to leap from the side of a pond into the water The latter is cleverly imitated by tiny pieces of leaded green glass, while the frog is modeled of lighter-shaded green glass, with two ruby jewels serving as eyes. From the mimic pond rises the stem of a lily that breaks forth at the top into a most attractive bent glass shade. An auxiliary light is placed inside the frog's body. Another reproduction of a pond has a perfectly formed swan fashioned of leaded white glass floating on its surface. Back of the swan a rose bush projects from the water, and round it is coiled natural-looking leaves and buds that break into flower about half way up its side. At the end of the stem, directly above the head of the swan, is a canopy-like leaf. Incandescent bulbs inside the swan and rose and under the leaf create an indescribably rich and soft effect.

J. H. von Wiederhold, 25 West Broadway, has closed negotiations with Taylor, Baron & Co , decorators of shades, globes, domes, etc., whose selling interests in this territory he will hereafter care for. Mr. von Wiederhold has also been selected as the representative of the Terrace City Mfg. Co., makers of a patent unbreakable ash can.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending July 31, 1906.

ANTWERP

35	packages	chinaware	L Straus & Sons
10	"	"	J H Venon
8	"	"	C E Wheelock & Co
191	"	earthenware	Strobel & Wilken Co
120	"	toys	B Illfelder
75	"	"	Geo Borgfeldt & Co
22	"	"	A Steinhardt & Co
61	"	"	Samstag & Hilder Bros
172	"	"	Strobel & Wilken Co
56	"	"	Miscellaneous Orders

HEMMEN

25	packages	glassware	L Straus & Sons
2	"	"	A Steinhardt & Co
7	"	"	Samstag & Hilder Bros
205	"	"	Miscellaneous Orders
20	"	chinaware	C E Wheelock Co
21	"	"	L Heuman & Sons
12	"	"	Strobel & Wilken Co
1	"	earthenware	L Straus & Sons
35	"	"	Karl Hutter
273	"	"	Strobel & Wilken Co
69	"	"	Miscellaneous Orders
116		toys	Geo Borgfeldt & Co
4	"	"	Hamburger & Co
39	"	"	F A O Schwartz
43	"	"	G W Travers
12	"	"	F W Woolworth
371	"	"	Strobel & Wilken Co
96	"		Miscellaneous Orders

COPENHAGEN

10	packages	glassware	Fensterer & Ruhe
25	"	chinaware	Christian Scherfig
482	"	toys	Geo Borgfeldt & Co

FIUME

114	packages	glassware	Endemann & Churchill
5	"	"	Julius Palme
82	"	"	Miscellaneous Orders

LIVERPOOL

87 packages chinaware.....F P Abbot
28 " " .....Endemann & Churchill
9 " " .....Ceramic Importing Co
6 " " .....Strobel & Wilken Co
6 " " .....Miscellaneous Orders
5 glassware.....Strobel & Wilken Co
2 " earthenware.....The Rowland & Marsellus Co
15 " " .....Ed Butler jr
19 " " .....Bawo & Dotter
33 " " .....Geo Borgfeldt & Co
27 " " .....Meakin & Ridgway
4 " " .....W S Pitcairn
9 " " .....G F Bassett & Co
10 " " .....E Boote
21 " " .....J Davison
24 " " .....Maddock & Miller
3 " " .....J S Robertson
10 " " .....L Straus & Sons
17 " " .....J Wygand & Co
13 " " .....Strobel & Wilken Co
17 " " .....Miscellaneous Orders
17 " toys.....Strobel & Wilken Co

LIMOGES

101 packages chinaware.....W L Briggs

HAMBURG

67 packages glassware.....L Straus & Sons
15 " " .....F Bing & Co
80 " " .....Geo Borgfeldt & Co
118 " .....Eimer & Amend
27 " .....Kmy-Scheerer Co
21 " " .....N Wapler
2 " .....Brown Bros
4 " " .....L D Bloch & Co
13 " " .....G F Bassett & Co
107 " " .....Fenesterer & Ruhe
24 " " .....Hamburger & Co
7 " " .....Knauth, Nachod & Kuhne
3 " " .....W R Noe
37 " " .....J Palme
6 " " .....L Heuman & Sons
80 " " .....Strobel & Wilken Co
155 " " .....Miscellaneous Orders
4 " chinaware.....L Heuman & Sons
56 " " .....C E Wheelock & Co
149 " earthenware.....Bawo & Dotter
3 " " .....F Bing & Co
43 " " .....O Goetz
15 " " .....E R Thieler
35 " " .....C Ahrenfeldt & Son
10 " " .....G F Bassett & Co
39 " " .....Geo Borgfeldt & Co
5 " " .....Hamburger & Co
2 " " .....B Illfelder & Co
11 " " .....Koscherak Bros
20 " " .....Julius Palme
42 " " .....L Straus & Sons
9 " " .....G W Travers
10 " " .....Zeh & Co
116 " " .....Strobel & Wilken Co
143 " " .....Miscellaneous Orders
3 " toys.....Hamburger & Co
5 " " .....Geo Borgfeldt & Co
186 " " .....B Illfelder
2 " .....R H Macy & Co
62 " " .....C B Rouss
62 " " .....F A O Schwartz
38 " " .....Bloomingdale Bros
206 " " .....Strobel & Wilken Co
403 " " .....Miscellaneous Orders
9 " harmonicas.....Strobel & Wilken Co

CHRISTIANA

33 packages glassware.....Geo Borgfeldt & Co

GENOA

23 packages earthenware.....Geo Borgfeldt & Co
19 " .....Miscellaneous Orders

ROTTERDAM

719 packages earthenware.....Geo Borgfeldt & Co
28 " " .....L D Bloch & Co
91 " " .....Bawo & Dotter
74 " " .....B Illfelder & Co
4 " " .....A Steinhardt & Bro
6 " " .....Samstag & Hilder Bros
12 " " .....L Straus & Sons
9 " " .....Strobel & Wilken Co
180 " " .....Miscellaneous Orders
90 " chinaware.....C E Wheelock & Co
15 " glassware.....L Straus & Sons
6 " toys.....Samstag & Hilder Bros
133 " " .....Geo Borgfeldt & Co
5 " " .....Hamburger & Co
207 " " .....B Illfelder & Co
56 " " .....F A O Schwartz
1 " " .....Bawo & Dotter
12 " " .....Strobel & Wilken Co
125 " " .....Miscellaneous Orders

SOUTHAMPTON

11 packages chinaware.....C L Dwenger

IMPORTS AT PORT OF BOSTON.

ANTWERP

38 packages earthenware.....Jones, McDuffee & Stratton Co
54 " " .....R F Downing & Co
30 " " .....L Wolf & Co
5 " " .....Houghton & Dutton
198 " " .....Geo Borgfeldt & Co
17 " " .....J B Moors & Co
2 " chinaware.....C E Wheelock & Co

ROTTERDAM

8 packages earthenware.....Miscellaneous Orders

MANCHESTER

72 packages earthenware.....Downing's American Despatch

LIVERPOOL

13 packages earthenware.....Jones, McDuffee & Stratton Co
50 " " .....Mitchell, Woodbury Co
65 " " .....Miscellaneous Orders

CONFERRING ON WAGE MATTERS.

FOR the purpose of discussing wage questions representatives of manufacturers and operatives in the flint and lime glass industry have been in session for nearly two weeks at Green's Hotel, Atlantic City, N. J. Several minor adjustments in the scale have been made, but it is not expected that any very radical changes will be found necessary. The following manufacturers were in attendance: A. J Bennett, Mark Douglass, H. A. McAfee, John Yeager, Jos. Spidell, Jas. Stedman, Chas. Gill, Thos. Dugan, C. B. Roe, P. Gill, G. F. Goggins, Wm and Edgar Gillinder, Marshall P. Gleason, A. H Heisey, Frank Merry, Gus Frohme, E. J. Barry, Thos V. Laughran, A. J. Smith, E. J. Mooney, B. W. Jacobs, Ed. Kaye, T. McCreary, Geo. W. Blair, Charles Voitle, Thomas G. Jones, T. A. Rodefer, L. H. Hartley, Geo. West.

The chimney conference, which preceded the one now in session, ended amicably. A re-affirmation of the sliding scale in force during the latter part of the last fire was made. Messrs. Gill, Judson, Schwartz and Pierce were the manufacturers present.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

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NEW YORK, AUGUST 2, 1906.

ADVANCE THE SUBORDINATES.

ASSISTANT buyers of crockery and glassware in three or four of the more prominent retail establishments in the East have during the past few months voluntarily resigned their positions. That fact, in itself, while quite unusual, is not necessarily important. But the circumstances leading up to these resignations merit attention, and, incidentally, no little condemnation. In every instance so far as exterior appearances go, these assistants served their firms faithfully and conscientiously. Yet, as soon as vacancies occurred among the heads of the departments the assistants in mind were absolutely ignored in the selection of successors. Men who had been in command of departments in other stores, where conditions had probably been widely differeut, were engaged, and the assistants, to whom the promotions rightfully belonged, were hardly ever considered.

A policy of this kind, whether pursued by wholesaler or retailer, cannot but tend to discourage the ambition of subordinates. What inducement is there, under such a system, for a person to exert extra effort? No man or woman can possibly be expected to exhibit the same zeal when promotion is impossible as when there is a reasonable hope of advancement. The action of an employer in engaging an outsider for a coveted position is certain to stifle the progressive spirit of subordinates who have struggled along with the idea of having their endeavors recognized and rewarded. It is bound to influence the disappointed ones to look for other positions, and once this fidelity to one's employer is sacrificed, the employee becomes practically valueless.

There is another side to the question, too, that is equally important. The engagement of a buyer who has been connected with another store brings into the department a person whose ideas have been formed by the environs of the other house. He encounters conditions in his new berth that are, naturally, different from those surrounding his former place of employment. Of course the newcomer adapts himself to the changed system after a lapse of time, but during his period of education the welfare of the department is bound to suffer somewhat from his ignorance of the methods of his new employer and the wants of the store's patrons.

There are occasions, of course, when the assistant scarcely sizes up in ability to the requirements of the advanced berth. But these are assuredly exceptions rather than the rule. A man who is capable of discharging the position of assistant buyer creditably is surely worthy of the advancement. If he isn't deserving of serious reflection when the opportunity for promotion comes, it is not likely that he is of very much value as an assistant.

But the assistant buyers are not the only attaches of departments who are slighted by the pursuance of a policy of this kind. There are heads of stocks and salespeople who usually have an ambition to get ahead. They, too, cannot but feel inclined to shirk their duties as much as possible should the future hold out no hope of advancement. The promotion of subordinates according to capacity and merit is the best tonic that can be prescribed by the head of any house.

PERSONAL.

BUSINESS was rather quiet in the immediate vicinity of Theo. Frankel's sample-room one day recently, and the circumstance prompted Mr. Frankel to suggest a fishing trip for his two assistants, E. L. Bates and Edw. J. Shearer, and himself They accordingly hastened to a point in the Atlantic adjacent to Sandy Hook. The efforts of Messrs. Bates and Shearer were liberally rewarded during the day, but it was nearly five hours after first allowing his tootsies to dangle over the side of the yacht before there was even the faintest suggestion of a pull at the end of Mr. Frankel's line. His patience was finally rewarded, however, for the first specimen he landed was a fluke that tipped the scales at five and a quarter pounds. It was the best catch of the day.

A. H. Demorest, of Demorest & Co., reached New York several days ago after his four months' tour of the United States, Canada and Europe. Mr. Demorest's gratification at arriving home safely was short-lived, for the very next day he received a wire

from Rochester to the effect that his mother had suffered a stroke of paralysis. He left immediately for that city, from which point comes the information that Mrs. Demorest has rallied nicely and no serious consequences are anticipated.

⚜

This week W. S. Creveling, with the McKee-Jeannette Glass Works, is dividing his time between Boston and Providence. Next Monday he opens at the Astor House for an engagement lasting until the 25th.

⚜

Cecil E. Taylor, with the Knowles, Taylor & Knowles Co 's new samples, is to occupy room 81 in the Hotel Bartholdi, this city, after August 6.

⚜

Paul Fueslein opened the Bawo & Dotter exhibit at the Palmer House in Chicago on Wednesday of this week He remains there until the latter part of November.

⚜

Lionel Schoenthal, formerly engaged in the crockery and glassware business in Washington, Pa., has identified himself with the Siegel-Cooper Co.'s china department in this city. He is assisting Messrs. Pasmore and Harris, who have the department in charge.

⚜

C T. Shipman, the Newark, N. J., china and housefurnishing merchant, sailed recently for Europe on a pleasure jaunt lasting several weeks.

⚜

G. Vignaud, with Paroutaud & Watson, who left here in June on a visit to his home in France, returned last Saturday on board the Amerika

⚜

Wm R. Studenmund, manager of Gillinder & Sons' Philadelphia office, is summering with his family at Town Point, Cecil county, Md.

⚜

Chas. A. Postley leaves on the 15th for a Western tour with samples of Mogi, Momonoi & Co 's Japanese wares. The trip opens at Buffalo, and lasts for several weeks.

⚜

A. H Heisey came to New York at the close of the glass manufacturers' convention in Atlantic City and remained here for several days.

⚜

E. D. Wetton, with C. Dorflinger & Sons, has gone West on his usual fall campaign.

⚜

W. A. Hawkins, who will be remembered as having been connected some years ago with B. F. Hunt & Sons, and who for a time had charge of their decorating establishment at Elbogen, Austria, is now assistant general manager at Jordan, Marsh & Co.'s, Boston. About the time Mr. Hunt gave up his New York office Mr. Hawkins took a position as floor-walker with Jordan, Marsh & Co, and has worked his way up to the position he now holds.

⚜

E. Offner has written to friends in the city that he will not be here until after the middle of August.

⚜

Wm T. Darden, who is representing Edward Butler in the West, was in town this week for a few days, and left on Wednesday for Richmond, Va., from whence he goes to Chicago and his regular territory. He has secured the agency for a new ink which will mark on china, glass and cutlery without flowing. He seems to have struck a mighty good thing, as it is something that has long been wanted in the trade.

⚜

Jerome Jones, of the Jones, McDuffee & Stratton Co , Boston, suffered the loss by death last week of his sister, Miss Marcia E. Jones. She had been ill for a long time.

⚜

Wm. Barris has resigned as general manager of the Evansville, Ind , Glass Co. He had been identified with the concern since its organization.

⚜

S. Hamburger sails on the Kaiser Wilhelm der Grosse August 7th for his regular European buying tour. Geo W Brownley goes with him to study the European markets. This is Mr. Brownley's first trip abroad.

⚜

The joy of Thos. W. Pinder's vacation in the country will be enhanced by the opportunity thus afforded of getting acquainted with his two-weeks-old daughter.

⚜

E. Koscherak arrived home Tuesday from Europe on the Kaiser Wilhelm der Grosse

⚜

Mrs. F. W. Dohrmann and her sister-in law, Mrs B. W. Paulsen, arrived last Saturday from Europe aboard the Amerika. They were met at Quarantine by M K Lindner, manager of the Nathan-Dohrmann Co.'s New York office. The ladies left for their homes in San Francisco on Tuesday. This visit abroad occupied about a year's time, and until news of the earthquake reached them the party also included F. W. Dohrmann, who then hastened to the Coast as rapidly as transcontinental and transatlantic travel would permit

⚜

G. F. Young, of the Roseville Pottery Co., is spending a few days in New York.

⚜

P. B. Hofmayer is in New York buying a stock of fancy and holiday goods for the Hofmayer Dry Goods Co., of Albany, Ga. This is a new venture, and Mr. Hofmayer requests catalogues and price lists

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on domestic fancy goods be sent to him at the Victoria Hotel, N. Y., up to and including August 10th, after which they may be sent to Albany, Ga.

⚜

L D. Hatton, manager of Gill & Co 's New York office, is corralling business for his firm through New York State.

⚜

Thos F. Turner has started South with Bawo & Dotter's samples for a four months' tour. Louis Koch, with the same house, also left on Tuesday for the Middle West. Fred Herr, who visits various Southern points not touched by Mr. Turner, is booked to leave here about the middle of the month.

⚜

Robert Slimmon has returned from his annual visit to the English factories that he represents on this side. He is accompanied by a host of new samples that will be ready for the trade's observation in a few days.

⚜

H. B Hollis has been absent from his cut glass salesroom for several days in order to spend a brief vacation in New England with his wife.

⚜

Nathaniel L. Clark announces that he has tendered his resignation as president and director of the Hamilton & Clark Co., and has no further connection or interest with the company. Communications to him may be addressed to Loraine, O., until September 15.

⚜

J. Kohnfelder, buyer for Siegel, Cooper & Co., Chicago, sailed on Thursday, the 26th, for Europe.

⚜

J. H Venon writes from St. Petersburg, under date of July 19th, that the city is quiet and that he has seen no signs of trouble yet. This is reassuring in view of the mixed reports coming over the wires.

⚜

P. H. Geoghegan, Chicago representative of Geo. F. Bassett & Co., is making his regular midsummer visit to New York. He says that business is opening up very well in the West and that there is every prospect of a big trade.

⚜

John J. Miller, of Maddock & Miller, is pleasantly located with his family at Stamford, in the Catskills. Mr. Miller returns to business next Monday but he will spend his Saturdays and Sundays there until well into September.

⚜

John Reyels, the old-time salesman at Bradley & Hubbard's, met with a severe loss in the death of his wife recently. Mrs. Reyels had been a sufferer for more than a year, the last six months of which she was confined to her bed.

AN INTERNATIONAL LABOR UNION.

A PLAN to bring together the operative potters of the world under the control of the "International Federation of Ceramic Workers" is now under way. The first step in the matter was taken recently at Limoges, when a meeting was held at which delegates from England, Germany, Austria, Hungary, Italy, France and Denmark were in attendance The principal object of the international body, the organizers explain, is to afford moral and financial help to the workers of all countries in strikes and lockouts.

So far as can be learned, the operative potters of this country have taken no interest in the proposed federation. The widely-different conditions existing here from those which prevail in the European pottery centers make it extremely unlikely that the N. B. O. P. will take up the matter at all.

AN EXCELLENT IDEA.

THE employees of Jordan, Marsh & Co are publishing a monthly chronicle of store events which they call *Store Topics*. It is a four-page paper about the size of this journal, and is full of matter of interest to the employees. For instance, they publish the doings of their mutual aid association, the record of the baseball club, lists of good books to be found in their own library, and a roll of honor of those who have complied with certain conditions in the store. There is a column devoted to suggestions, to which all employees are invited to contribute and for which a reward is paid for those adopted, and a promise book. One rarely finds so many valuable hints in so small a compass. It is an example worth following by other department stores.

MUST "KEEP HIS CREDIT GOOD."

IN response to an inquiry as to whether a wholesale merchant or manufacturer who has sold goods on credit is at liberty to refuse to deliver them to the buyer, the *Journal of Commerce* recently had the following to say: "A buyer who purchases goods on credit is always bound, as the courts phrase it, 'to keep his credit good.' If he fails to do so the seller is released from his obligation to deliver the goods as agreed. The buyer does not keep his credit good, within the meaning of the rule, unless he shows an ability and willingness to pay all such debts as fall due between the sale and the delivery of the goods. A failure to pay one just admitted debt in the interval is sufficient to relieve the seller of his liability to make delivery of the goods The courts recognize the injustice of compelling one who has sold goods on credit to deliver them to a buyer who cannot pay his

debts as they fall due, and to run the risk of having his goods taken, without payment, for the satisfaction of the general debts of the purchaser. When the goods have once been delivered into the possession of the buyer it is then too late for the seller to enforce his lien; but so long as the seller has the goods in his warehouse, or while they are on the way to the buyer or after they have reached their destination, but have not actually been turned over to the possession of the buyer, the seller is in position to enforce his lien aud reclaim them "

AGENCY FOR ROYAL CROWN DERBY.

ANOTHER new American agency of a well-established line of foreign production is about to be opened in New York. The Royal Crown Derby Porcelain Co., of Derby, England, have announced to their American clientage the appointment of F. W. Jenkins & Co., 25 West Broadway, as their agents for the United States. They have taken this step feeling that it will conserve the mutual interests of customers and themselves to establish this closer relationship between them. In reply to an inquiry, Mr Jenkins said that his firm had taken on the line in addition to and not superseding their well-established production of Avenir Limoges china, and that in the combination of two such admittedly high-grade lines of different countries they expect to have an exhibit that will be of unique interest to the trade.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, si verware.

THE following buyers have been in town since our last issue:

E L Chamberlain, with Emery-Bird-Thayer D G Co, s, Kansas City, Mo. Grand.
E Bonnet, with D H Holmes Co, t, New Orleans.
J F Kearney, with Panton & White Co, c, Duluth. Prince George.
H J Todd, with Rothschild & Co, c. Chicago.
W M Oddie, with Schuneman & Evans, hf, St Paul. Grand.
W D Sanford, with Pettis D G Co, c, Indianapolis.
E A Ernst, with Kaufman, Straus Co, hf, Louisville, Ky. York.
W C Whitney, with Minneapolis D G Co, t, Minneapolis. Imperial.
J A Stolberg, with the Golden Rule, s, St Paul. Navarre.
D B Cavanaugh, with G B Peck D G Co, s, Kansas City, Mo. Navarre
T D Mitchell, of Mitchell, Baker & Smith, c, Lexington, Ky. Grand.
G Burdge, c, North Manchester, Ind Astor House
Mr McCrea, with Boutelle Bros, c, Minneapolis.
Chas A Hoitt, Manchester, N H.
P B Hofmayer, of Hofmayer D G Co, c, Albany, Ga. Victoria.
J Boston, with The Famous, hf, St Louis.
A Kahn, c, Shreveport, La
L & A Cohn, c, Salt Lake City, Utah.
Miss H Darmstadt, with Lit Bros, c, Philadelphia, Webster.
C L Engels, of C L Engels Co, t, Sandusky, O. Albert
Miss N E Williams, with Cahn, Goblenz & Co, s, Baltimore. Grand.
Chas C. West, c, Sedalia, Mo.
John F Fournet, c, Crookstown, Minn.
J C Klaholt, c, Springfield Mass.
M S and D A Byck, c, Savannah, Ga.
A S Gump. San Francisco
J P Bodine & Sons, l, Flemington, N J.
S Baker & Son, l, Kingston, N Y.
E T Lorfler, hf. Ann Arbor, Mich.
A Jonas & Sons, c, Youngstown, O.

A HANDSOME CATALOGUE.

WE are in receipt of a new catalogue just issued by Cristalleries Val St. Lambert which is very handsomely gotten up and complete in showing the various styles of glass for table, lighting and general purposes made by the company. The text is in French, German, Spanish and English, and the illustrations are good, some of them being in color. Copies may be had by addressing Bernard Gunthel, the New York representative, at 54 Park Place.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end g July 14, '06	Correspond-ing period 1905	Exports Jan. 1 to July 14, '06	Correspond ing period 1905
Boston	156	112	4065	3644
New York	99	192	3180	3608
Baltimore.	276	346	7823	6675
Philadelphia.....	4	....	740	566
New Orleans .	88	1	2093	2077
Newport News....	57	....	752	519
San Francisco.....	30	201	891	535
Portland (Me.)...	1	4	464	325
Galveston.....	....	...	612	375
Portland (Or.).	.	3	618	277
Inland Points.....	157	242	6922	9004
Total .	868	1101	28160	27605

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g July 14, '06	Correspond-ing period 1905	Exports Jan. 1 to July 14, '06	Correspond-ing period 1905
New York	99	192	3297	3657
Boston	156	112	4199	3425
Philadelphia.... .	4	....	700	565
Baltimore .	276	346	7973	6965
San Francisco....	30	201	861	535
New Orleans .	88	1	2334	2010
Portland (Me.)..	....	4	865	182
Galveston	....	....	593	361
Newport News....	57	....	646	588
Portland (Or.)....		3	669	277
Inland Points.....	157	235	7651	8523
Total....	867	1094	29278	27087



SILVER DEPOSIT TREATMENT ON RUBY DECANTER, BY THE ELECTROLYTIC ART METAL CO., TRENTON, N. J.



Pittsburgh and Vicinity.

The few remaining factories that have been idle during July are starting their new fires, and all will be in regular blast again this week. The bottle factories' vacation will extend to September 1, and some of the manufacturers are reported in favor of continuing idle till the middle of the month. The hand chimney plants are expected to start during the present week. All the tableware factories are now engaged on their new fires and manufacturing is moving with the usual vigor of the first week in August. The business of the last fire is practically closed, and generally manufacturers know what their balances are. While few are announcing large profits, it is understood that a fair margin on the right side of the ledger is found by the average manufacturer. All are starting with great confidence in the business for the remaining portion of this year.

The United States Glass Co. have their plants in full operation, and business is showing good activity for the season, with a steady improvement from day to day. Their orders from nearly every section are showing a gradual increase. The West, Northwest, Pacific Coast and the South especially are displaying greater activity daily. They were never so well equipped to supply demands. Their lines embrace almost everything in glass from ordinary culinary to nice lines of cut, including druggists' sundries, soda and bar goods, everything in table ware. crystal, plain, decorated, colored and fancy glass. A call for anything in glassware in the purest metal can always be filled—big or little, fancy or plain, blown or pressed.

Good reports come from the Co-operative Flint Glass Co. They are operating full, with a demand that cares promptly for their output since they commenced their new fire.

M. L. Oppenheimer, president of the American Bank and Trust Co., San Antonio, Tex., was in Pittsburgh the past week, anxious to interest glass manufacturers in the establishment of a glass plant in Beaumont, Tex. He was unable to see those with whom he intended to confer, on account of their absence from the city. He said there are large beds of glass sand near Beaumont, and oil fuel at very low prices, while the market for glassware is large. He was very enthusiastic in regard to the success of such an enterprise.

The Flint Workers' Convention at Atlantic City decided to pay no more pension money on account of the Macbeth-Evans Co strike, since the workers refused to go to places found for them. They also continued the sliding scale of wages for the benefit of the hand chimney factories.

Tarentum, Pa.

Business at the Tarentum Glass Co since commencement on their new fire is progressing satisfactorily. An increasing demand, covering nearly everything they manufacture, is noted as they enter August. Staple glassware, specialties, tableware in pieces and sets, are in better request from day to day. The trade does not fail to remember the line whose name represents its character, and "Peerless" articles continue to be called for.

Lancaster, O.

The two glassware plants here are starting their new fires this week after a month's vacation. The Ohio Flint Glass Co have had a successful business this year with their "Krys-Tol" line and are starting up under favorable conditions. Manager Jacobs returned the latter part of last week from the East, where he has been looking over the business situation and prospects. He gives favorable reports of conditions.

The Hocking Glass Co. also started making glass again this week. They are making a fine line of decorated specialties and novelties—also a line of common lamps. The past year was their initial one in

this branch, and they have achieved success beyond expectations. President L. R. Martin spent his vacation at Bedford Springs, Pa.

Evansville, Ind. The Evansville Glass Co. have decided to issue $350,000 in bonds to rebuild their bottle plant and liquidate all indebtedness.

Alexandria, Ind. The Lippincott Glass Co. resumed work last week in their mold shop and bulb departments, and will open their new fire this week.

BUSINESS BRIEFS.

G. M. Hickman has opened a china and glassware store at 3272-3282 Mission street, San Francisco, Cal.

Morris H. Devine's crockery store, Chelsea, Mass., was entered by burglars recently. The loss was comparatively slight.

It is likely that the Sioux City Crockery Co. will open a large wholesale and retail store in the new Bennett building, Sioux City, Ia.

Honesdale, Pa, business men are to finance a concern that plans to operate the factory recently vacated by the Enterprise Cut Glass Co.

The Art Metal Goods Mfg. Co. has been incorporated under New York State laws to manufacture novelties of metal, glass, etc. Capital, $12,000.

According to a statement issued by the United States Geological Survey, the value of the pottery produced in the United States in 1905 was $27,918,894.

W. A. Robertson is at the head of a movement to build an art pottery in Los Angeles, Cal. Mr. Robertson is at present the owner of the Roblin pottery in San Francisco, Cal.

Three boys, aged six, seven and eight years respectively, burglarized R. A. Rockwell's crockery store, Pittsfield, Mass., recently. They were arrested, and after a warning by the court turned over to their parents.

Incorporation papers have been filed by the Royal Baby-Plate Co., manufacturers of pottery, etc. Capital, $25,000 Incorporators: J. W. Phillips, J. Garrison, P. Gerham, D. H. McClure, New York city; E. G. Garrison, Newark, N. J.

Ottenheimer Bros. have embarked in the wholesale crockery and glassware business at 959 O'Farrell street, San Francisco, and in remitting their subscription to the CROCKERY AND GLASS JOURNAL the senior partner, M. C. Ottenheimer, who was formerly with S. Sternheim & Son, writes: "Have read your valuable paper for twenty years. Cannot afford to be without it."

HOUSEFURNISHING GOODS EXPOSITION,

MADISON SQUARE GARDEN will be the scene next week of the first housefurnishing goods exposition ever conducted in this country. The show opens on Monday and continues throughout the week. All of the desirable spaces have been leased by manufacturers, some of whom propose to give practical demonstrations of the manner in which their ware is made and also the purposes for which the goods are intended. The exposition has been so extensively advertised that thousands of merchants are expected to be attracted here.

ILLINOIS FIGHTS MAIL-ORDER HOUSES

THEY have gone at the mail-order problem out in Illinois with a determination that promises to yield results. Not only have the merchants in nearly all the cities and towns in the State become interested in this systematic campaign for the protection of the home market against the cash mail order catalogue, but the Retail Merchants' Association of Illinois has also taken up the subject. Secretary George E Green is preparing matter for distribution throughout the State advising merchants of the proposed plan of action and spreading the doctrine of home trading among the people. A closer relationship between the merchants, jobbers and manufacturers of the city and dealers in the smaller communities, and an educational campaign to teach the people the advantage and necessity of trading at home, are the two main features of the movement.

RHYMED THANKS.

LEAVENWORTH, KAS., July 28

Editor CROCKERY AND GLASS JOURNAL

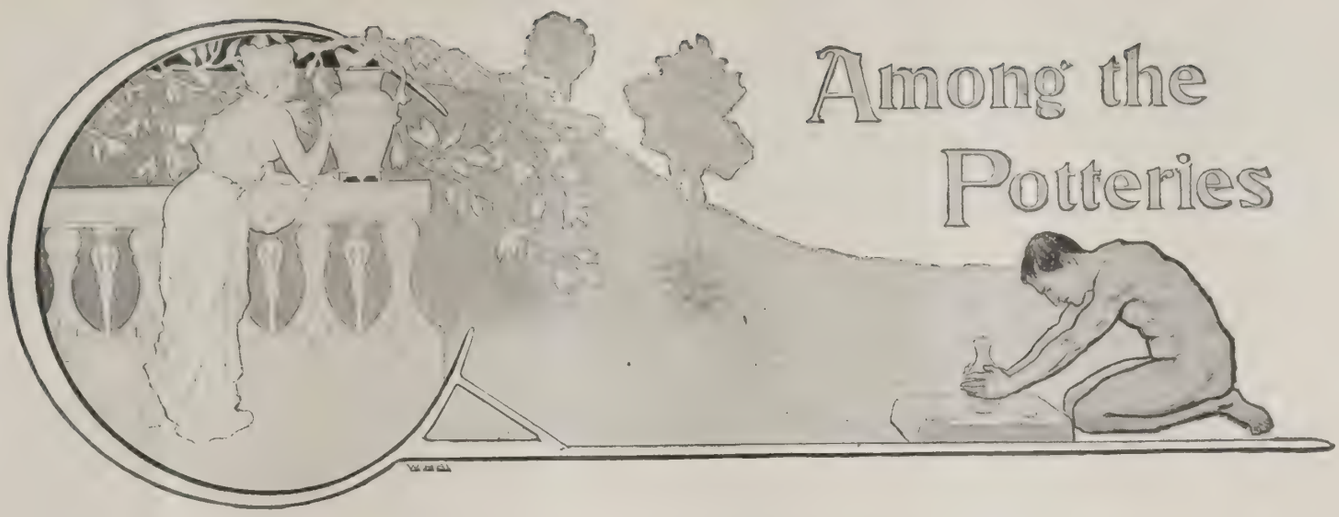
Dear Sir: One of our salesmen recently sent a tobacco jar, with his compliments, to a customer, and in return received the following:

The jar is received, and we're filled with delight—
All caused by the bookkeeper's gall.
'Tis surely a beauty, and is just the right height,
Being neither too large nor too small.

Now, don't think by this that it's all idle mockery
To express our thanks in this way.
'Cause we know where we're at with the man who sells crockery,
And in future will give him full sway.

We submit this as an evidence of the poetical nature of the short grass inhabitant.

Yours,



East Liverpool and Vicinity.

The Western potteries are now in full regular operation, with a few exceptions where some financial or business tangle is keeping them idle. The best results are now being secured by the majority of the potteries, and an earnest effort is being put forth to strengthen prices Some large orders during the past month have been turned down by many, owing to demands for figures closer than were deemed desirable or reasonably profitable. There is a tendency on the part of the best potteries to hold firm to prices that will give a moderate remuneration—even at the expense of a loss of an occasional old customer. Good pottery cannot be made and sold below a certain limit, and many of the manufacturers refuse to cheapen their products in order to meet certain competition.

* *

Some of our prominent potters are setting out this week for the cool shades and lakes up in Canada's wilds. They have got business in good shape for the fall campaign, and have planned two weeks of hunting, fishing and general relaxation from business cares. Jos. G. Lee, H. A. McNicol and Geo. Thompson are reported to have gone northward this week.

* *

Jos. Manor has been given an important position in the manufacturing department of the Knowles, Taylor & Knowles pottery. Mr. Manor was formerly connected with this plant for many years, but resigned a few years ago to assume the management of another pottery. He is a skillful, efficient potter and will prove a valuable acquisition

* *

The American Ceramic Society is holding its summer meeting on Wednesday, Thursday and Friday of this week at Beaver Falls, the home of one of its most able and earnest members—Ernest Mayer, of the Mayer Pottery Co.

* *

Mr. Davis, salesman of the Dresden Pottery for the Central West, returned the past week from his initial fall trip. He spent a few days at the plant and set out again this week. The Dresden's order files are now large, and they are crowding manufacturing to the fullest extent to keep pace with demands.

* *

A limited supply of natural gas is again experienced at the majority of the East Liverpool potteries. While the shortage is not at present severe, it is hampering manufacturing some. If at this season of the year a full supply cannot be secured, the potters will certainly have to take measures to return to coal before winter sets in. The excuse of broken and inadequate mains, to cover up a shortage in the gas fields, will hardly avail longer.

* *

Business is reported to be moving smoothly and successfully at both of the D. E. McNicol Pottery Co.'s plants. A full output of semi-porcelain and white granite is regularly made at their Wellsville plant, while the East Liverpool plant is fully employed on semi-granite and lines of rock goods. Trade is showing a steady improvement in all lines with them. Manufacturing was never carried on more efficiently than at the present time, and this well-known and popular pottery was never in better, if as good, condition to care for the wants of its patrons.

* *

Business at the National China Co is moving briskly. The unique and attractive line of specialties that they are placing on the market this fall at prices within the reach of the average trade is creating great interest among dealers. They have made a new sample-room exclusively for their specialty line, which possesses an attraction that peculiarly interests the discriminating buyer.

* *

August opens satisfactorily with the Cartwright Bros. Co. They are in full operation, with a gratifying number of orders for fall business. They are in excellent condition to meet their patrons' demands this fall

Crooksville, O.

The Crooksville China Co. are operating their pottery steadily and report the fall trade opening up satisfactorily. They took only one week's vacation

and are now busy in all departments, with order files sufficient to care for their present output, and with a bright outlook for the remainder of the year. Mr. Crooks was in Chicago the past week looking over trade prospects. He brought cheering reports of business conditions there, and placed some interesting orders.

* *

The Acme Pottery here has been shut down during July, though it is expecting to be able to start up again this week. Their decorating girls are practically on a strike for larger wages, though their pay is the same as that received by the decorators of the Crooksville China Co.

* *

The Beck Stoneware Pottery Co.'s plant, about a mile and a half from Crooksville, caught fire last Friday morning and was completely destroyed, with a loss of $10,000.

Trenton.

An addition is being built to the Crescent plant of the Trenton Potteries Co It is of brick, three stories high, and covers an area of 68 by 25 feet The first floor is to be connected with the decorating department in the old plant. On the second floor will be located the biscuit wareroom, and on the third a new pressing shop is to be opened. The Crescent is being operated largely for the production of umbrella stands, floor vases and cuspadores.

* *

"Undine" is the name applied to the International Pottery Co.'s new toilet set. It has a nicely-formed ewer, with just enough embossment to permit the employment of rich decorations. The patterns include filled-in, plain print, decalcomanie and gold and white treatments. A number of excellent blended tint effects clothe the International's jardinieres, and there are also many new and tasteful deeorations on dinnerware.

* *

It is evident that the Cook Pottery Co. is to be liberally rewarded for the plunge it has made in the production of vases, jardinieres and rail plates. Although the season might be said to have scarcely opened, the five debutantes have caught on in great style. The new jardiniere has been styled the Victor —a name that it promises to justify in a commercial sense. The vases include the Cretona, Nipur and Metalline, all of which differ in every important regard with any previous ceramic creations shown in this country. Then there are the rail-plates, which embrace no less than a score of different underglaze designs. The Crown Derby style of ornamentation is imparted to these plates and also to tankard sets.

* *

A dozen different shapes in mayonnaise bowls have just been created by Lenox, Inc. The ideas of contour exploited in the modeling of these bowls contrast very strongly with anything ever before presented for the trade's criticism. They are the very acme of grace, and possess the highest artistic merit even without embellishment of any kind. The increasing tendency of the concern to produce smaller fancy pieces and short sets is evidenced by the exhibit now made at the factory. Several tables are filled with specimens of the newer creations in vases, jugs, chocolate sets, bowls, sugars and creams, etc. An acid gold treatment on a cobalt blue body and an original interpretation of L'Art Nouveau on vases are especially worthy of mention.

* *

Wm. Lee Tickell has gone East with the International Pottery Co.'s samples. This is his first trip in the interests of that concern.

* *

Samuel Burgstresser was observed in town a few days ago His presence represented the placing of some desirable business here for Albert Pick & Co., of Chicago.

* *

Fred. A. Duggan, the electrical porcelain manufacturer, has been visiting for several days at Montreal, Can., his former home.

* *

A writ was issued in the court of chancery on Tuesday in the suit of William R. Whitehead et al. against the American Lamp and Brass Co., ordering that the mortgage made by the American Crockery Co , subsequently the American Lamp and Brass Co., to Timothy Abbott, trustee, and later by an order of the court to the Trenton Trust and Safe Deposit Co., be forclosed, and that Richard Stockton, receiver for the company, be made party defendant to the suit. The mortgage in question is for $30,000. It is alleged that a large amount of interest remains unpaid.

Wheeling, W. Va.

The Wheeling Potteries Co. are putting on the market this fall a number of catchy new things. Their new juvenile line—"Children's Wonderland dinner sets"—is a dandy. The decorations are exceedingly appropriate, consisting of figures of children busily engaged at play. These are scattered liberally over all the pieces. The sets, which can be put to practical use, are already beginning to move liberally. The dinners contain forty-two and the tea sets twenty-three pieces. Another new creation is their "Red Apple Set," comprising three plates, four chop dishes, five sizes of jugs, and four styles of cider sets, tankards and steins. These are artistically decorated with bright red apples on leaves and stems.

* *

The manager of the Warwick China Co is adding to his Ioga line several new pieces this fall. He has had photographed, especially for this line, some noted prize bulldogs. He has also designed a quaint teapot, with a spout at each end, which he designates a whiskey teapot, a new cigar jar, and a very grace-

ful new melon bowl. The Ioga line now embraces over 250 pieces. He says business is gratifyingly good; that immediate shipments are all he can attend to, while later and future demands are booked liberally.

Coshocton, O.

The Pope-Gosser plant having been thoroughly renewed, with some important additions, since last winter's fire, they are now in better shape to conduct business than ever. Their high-grade, artistic "Clarus ware" is meeting with a cordial reception by the best trade, and the demands are consuming all they can make. "Clarus ware" is really very fine, and is valuable to tone up the stocks of dealers desiring limited quantities of high art goods. The vases are delicately packed, each in a neat carton carefully wrapped, with name of article enclosed. They are not neglecting their high-grade dinner lines. They have sixty decorations on one popular shape. Quality is what counts with them in all their productions.

Akron, O.

An appeal has been taken by Palm, Fechteler & Co. from the decision favoring the Akron China Co. which the Akron district court rendered some time ago. The first-named concern brought suit against the china company for the non-payment of nearly $1,300 for decalcomanie sheets furnished in 1902.

IN THE HOUSEFURNISHING WORLD.

The Greenfield, Ind., fruit jar factory, recently destroyed by fire, is to be rebuilt.

* *

The Fair, which opens shortly in Red Jacket, Mich., is to deal in crockery, tinware, etc.

* *

Maxhimer, Austin & Co., of Fargo, N. D., have purchased the Charleston, Ill., broom factory.

* *

Sering P. Dunham & Co, department store, Trenton, N. J. has been incorporated. Capital $125,000.

* *

Alfred W. McMurray, for many years a brush manufacturer, died recently at his home in Troy, N. Y.

* *

The department store of P. M. Parker Mercantile Co, Rice Lake, Wis, was consumed by fire recently. Loss, $75,000.

* *

Fire, caused by lightning, recently destroyed the department store of G. W. & M. G. Umbel, Markleysburg, Pa. Loss $40,000.

* *

The Mitchell Dry Goods Co. has opened its new department store at 1009-1011 Main street, Kansas City,

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS,)
25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE CLAREMONT China,	Mintons.
G 9816 White and Gold Encrusted China	"
China, White and Gold, Rich BALMORAL, Encrusted	"
China, White and Gold, GRANADA	"
No. 2027 Design China,	"
I-9608 Cobalt and Gold China,	W. T. Copeland & Sons.
BLUE SPODE'S TOWER,	" "
MONTEREY.	Ridgways
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The BOLINGBROKE,	"
The NAPLES WREATH	"
Blue COMO	"
The BRIDAL WREATH Hotel	"
The DUNDEE, Flown Blue and Gold,	"
Green Illuminated FLORENTINE.	Johnson Bros.
The REGENT. Enamel ed,	" "
The BORDEAUX ROSE,	" "
Flow Blue DANUBE,	" "
The BERGEN ROSE,	" "
The MIKADO, Green and Gold,	" "
The WHITE HOUSE, White and Gold	" "
The VALENCIA LACE HOTEL	" "
The ELPHINSTONE, Dove and Gilt,	Alfred Meakin, Ltd
MILANESE, Russet Brown	"
The SAXONIA,	"
The HOLLAND.	"
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The DENMARK,	"
The ROMAN,	Furnivals
Brown, also Blue, TOURNAY,	T. & R. Boote, Waterloo Potteries.
The TUSCULANA.	" "
FLEMISH GARLAND,	" "
The BRISTOL, Hotel Border,	" "
The KRONSTADT (Holland green),	" "
ASHBURTON, Flow Blue,	W. H. Grindley & Co.
The ATHENS, Cobalt and Gold	" "
KING'S BORDER,	Upper Hanley Pottery Co.
The DEVONSHIRE,	Samuel For & Co.
Old BLUE CANTON China, Hong Kong.	
Old BLUE FITZHUGH China, "	
Green and Gold MEDALLION Canton China, Hong Kong	
LACE BORDER and ROSETTE,	Royal Worcester Po celain Co.
The MALVERN, MULBERRY and DOVE,	" "
The ST. LAZARE SPRAY,	Haviland Co. China.
The CHARONNE,	" "
The NORMA.	" "
The PRINCESS,	" "
MADELEINE.	" "
The AMSTEL	" "
The ORIENT, White and Gold,	" "
The ELDORADO, White and Gold,	" "
The COUNTESS,	" "
The MIRAMAR,	" "
EMPIRE WREATH,	Gerard, Dufraisseix & Abbo China.
The MALABOR,	" " "
The TROCADERO,	" " "
The BALUSTERE,	" " "
Maroon and Gold IVY, (Also Green),	" " "
FONTAINBLEAU,	" " "
BLEU DE FOUR, Encrusted Gold,	J. Pouyat
White and Gold Encrusted,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FONTENAY,	R Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The BOLSENA, Austrian China.	
Grecian Gold Border,	Cauldon China, Brown-Westhead, Moore & Co.
Cauldon China K 3616	" " "
The ROCHAMBEAU,	Theodore Haviland & Co
The CZARINA,	" "
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.
Royal Dresden BLUE ONION Porcelain, Crossed Swords brand.	
MEISSEN CHINA (Dresden) Blue Onion	

and others which for lack of space cannot be enumerated here.

Also, T. & R. Boote's and Johnson's White Semi-Porcelain; Alfred Meakin's W. G. and S. P., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Onondaga China, Knowles, Taylor & Knowles and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns, we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 7,579 BINS occupied in our ten lofts.

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES, McDUFFEE & STRATTON CO., Boston

Mo. The fifth floor is devoted entirely to housefurnishings.

* *

Wm. Landberg & Son, importers and jobbers of crockery, glassware and housefurnishings, have taken possession of new quarters at 149 Hope street, Brooklyn, N. Y.

* *

It is reported that Marshall Field & Co., of Chicago, are negotiating for property on Van Ness avenue, San Francisco, on which to establish a big department store.

* *

The interests of the Crescent Handle Co , Evansville, Ind , and the Hartley Handle Co , Muncie, Ind., have been merged, and the Globe Handle Co. incorporated as their successor with $50,000 capital.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Experienced pottery traveling salesman. General lines. No small towns Good position for the right man. Confidential. Apply at once, P O. Box 524, East Liverpool, Ohio.

SALESMAN WANTED—One who travels in any territory from New York to Kansas City, to take up our line of art bent glass shades and fixture domes. LAWRENCE BROS., 135 Lafayette street, near Grand street, New York City

SITUATIONS WANTED.

WANTED—Position as manager and buyer in china, glass, lamp or housefurnishings. Have sixteen years' experience in this line. Bought and managed the past seven years. Wish to make a change for reasons easily explained Thirty-five years of age Best reference. Address G. D. W., this office.

BUSINESS OPPORTUNITIES.

WANTED—Good line of rich cut glass at reasonable prices by a good salesman, on commission, for New York and vicinity. References furnished. Address A. A , this office.

— THE —

Michaelmas Fair of this Year at Leipzig

for the wholesale and retail trade will commence on

Sunday, August 26,

and cease on

Sunday, September 16.

The **Leather Fair** will be opened on **Wednesday September 12**, and the Fair Exchange for the Leather Industry will be held on the same day from five to seven p.m. in the "large" hall of the new Exchange on the Blücherplatz.

The Council of the City of Leipzig.

Dr. Troendlin.

LEIPZIG, JUNE 12, 1906.
1b 3-3310.

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equalled. Absolutely the best quality, with low price.

H. C. Fry Glass Co.,

ROCHESTER, PA.

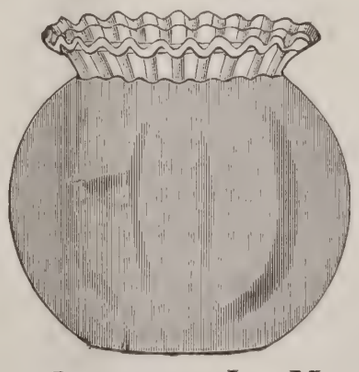
Sample Room at 66 Murray St., New York.

QUAKER CITY CUT GLASS CO.,

DOWNS & BEAN, SELLING AGENTS,

1035 Market Street, Philadelphia, Pa

A. A Bean will be at the Bartholdi Hotel, New York, from August 6th to 15th. Call and inspect the line. Many new items.



Fish Globes,
Cake Covers,
Aquariums.

SEND FOR PRICES.

New York Agent,
PAUL JOSEPH, 55 Park Place

James J. Murray & Co.,

MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.



Illustration shows the 5-oz Saucer Champagne of one of our latest productions in Lead Blown Stemware—No 13634 Pattern, made from Rich Lead Glass, with the SILVERY RINGING TONE—THE KIND WE MAKE.
This design contains 14 different articles, and is also made with Needle Point Etching No 266.

United States Glass Co.,

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

Separate catalogues of the different branches of our business furnished on request.

— BRANCH SHOWROOMS: —

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Boston, 144 High St. **Baltimore, 110 Hopkins Place.**
Chicago, 409 Atlas Block. **San Francisco, 18 Sutter St.**
St. Louis, 617 Granite Building, 4th and Market Sts.

New Lines of Dinner Ware and Staple China for Spring Importation.

Special Attention is called to our Import Line of

CHINA. **EASTER NOVELTIES** PAPIER MACHE.

SAMPLE LINES OF CHINA, DOLLS AND TOYS ON SALE.

HAMBURGER & CO., 28-30 West 4th St., New York.

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L. Reusche & Co., 71-73 Park Place, New York.

Our Mr. Louis Reusche has been identified with pottery and glass manufacture for twenty-eight years.

Colors and Materials for Pottery, China and Glass Decoration, Enameled Ware, etc.

Sole Agents for JAMES HANCOCK & SON, Worcester, England.
Digils Ceramic Art Color Works,

Sole Agents for JOHN LAMB'S
Potters' Printing Paper in sheets and rolls.

ELARCOITE (a substitute for Oxide of Tin). Write for sample and prices.

OUR DRUMMERS



May Not Have Been Tapping

the right time when on your beat, and you may have missed the opportunity of seeing our new Fall Dinner Ware Patterns, which should be of live interest to you. Our solid color band borders in maroon and Russian green and gold stippled have a rich, healthy tone that should prove good sellers. Our open lace color band borders with delicate decalcomanie flowers have a wide variety of striking color effects that should please seekers of patterns possessing individuality.

Our Royal Purple and Gold China Art Pieces have a color to tone differing from anything on the American market, that will do some good drumming for you with your trade.

The **AMERICAN CHINA CO.,** Toronto, Ohio, U. S. A.

The Taylor, Smith & Taylor Co.,

POTTERS.

East Liverpool, Ohio, U. S. A.

DIRECTORS:
W. L. Smith, President
C. A. Smith, Vice-Pres & Treas
C. C. Davidson, Secretary
Will. A Rhodes, M'g'r of Sales
W. H. Griggs, Superintendent

T S T

NAVARRE and NORMANDIE—Dinner Ware.
NEW YORK and PITTSBURG—Toilet Ware.
CABLE STAPLES—Table and Toilet.

CHINA

SPECIALTIES—a long line.

CHESTER HOTEL CHINA

HOTEL WARE—Thick and Roll Edge Half Thick.

The Little Hostess Dinner Set.

PLANT NOW IN FULL OPERATION ORDERS PROMPTLY EXECUTED.

THE BEST EQUIPPED POTTERY ANYWHERE.

New Line of Specialties

For Fall Trade.

HOTEL BARTHOLDI,

Room 51,

Twenty-Third Street and Broadway, New York.

AUGUST 6th to 25th.

Mr. Fred. Kline

will be in charge, and will be glad to see the trade.

THE strongest showing we have ever made. Sixteen lines of Fancy Goods, eighty-eight pieces to the line. In Dresden effects, underglaze blues, and Amsterdam figures. Twenty new dinner patterns and a full line of toilet ware. Be sure and see them.

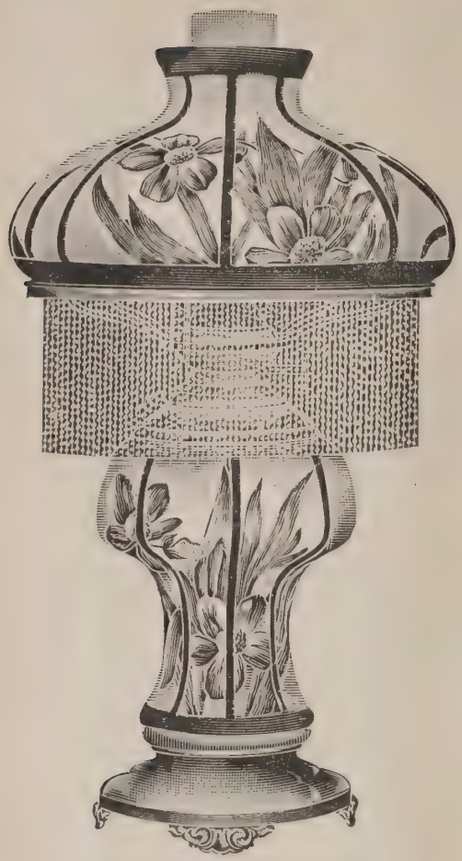
Sevres China Co.,

East Liverpool, Ohio.

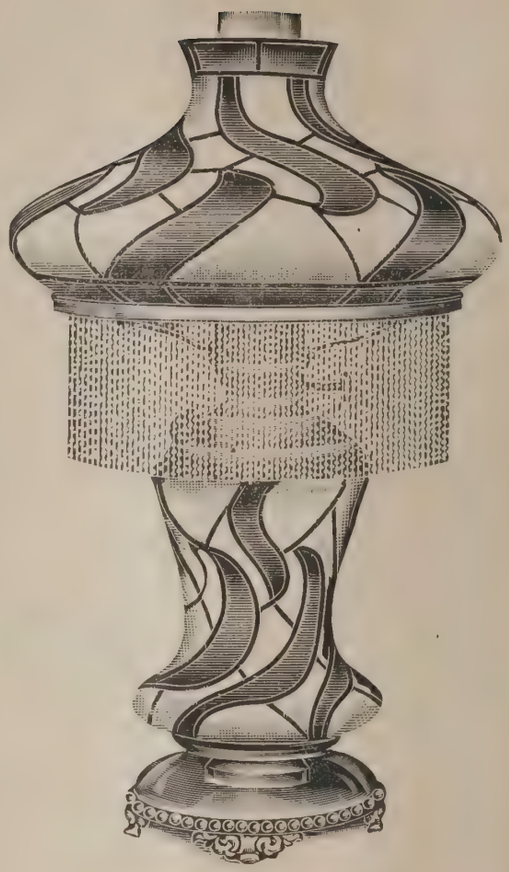
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Exclusive and Artistic.

Each lamp fitted with our 100-candle power "Success" centre draught burner.



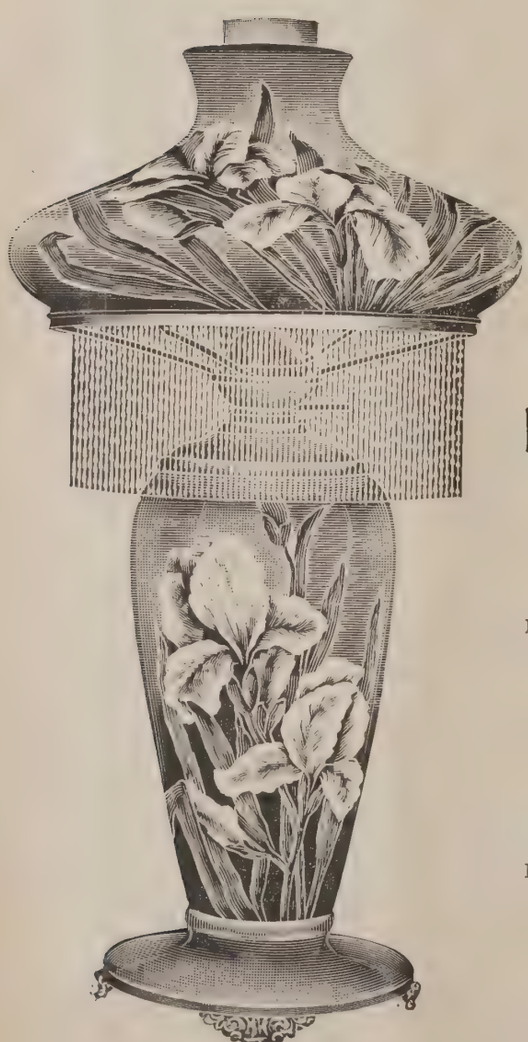
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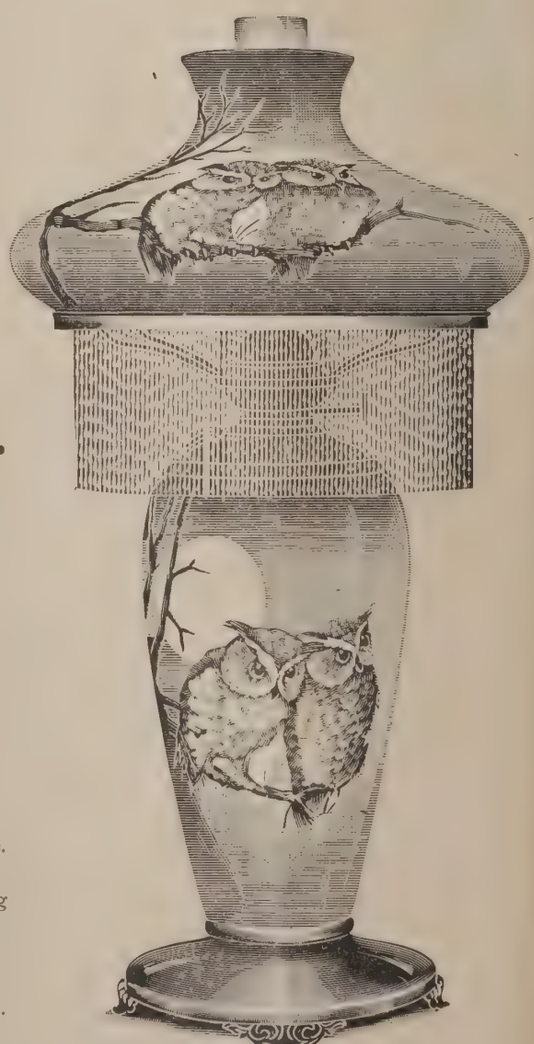
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Pittsburgh Lamp, Brass & Glass Co.

PITTSBURGH, PA.

BRANCH OFFICES AND SAMPLE ROOMS:

New York, 82 West Broadway.
Philadelphia, 731 Arch St.
Chicago, 167-169 Wabash Ave.
Boston, 109 Pearl St.
Baltimore, 122 West Baltimore St.
Buffalo, N. Y., 611 Main St.
Cleveland, O , 203 Caxton Building.
Cincinnati, O., 110 E. Third St.
Detroit, Mich., 99 Woodward Ave.
Indianapolis, Ind., 22 S. Capitol Ave.
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Minneapolis, Minn., 118 Fourth St., North.
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San Francisco, Cal., York St., near 20th.
Denver, Col., 1517 Lawrence St.
Seattle, Wash, 318 Hinckley Block.

CROCKERY AND GLASS JOURNAL

NEW YORK, AUGUST 9, 1906.

THE CONDITION OF BUSINESS.

New York. Not for many months has New York entertained so many buyers as are here this week. There are two reasons for this influx. In the first place, the Housefurnishing Exhibition being conducted at Madison Square Garden has brought to market a number of merchants who have been accustomed to visit the metropolis either earlier or later than this period. Then, too, a series of merchants' excursions from various sections of the country have been reaching here during the past week. The attendance figures of visiting buyers are probably greater just now than in August of any year in the trade's history. While the down-town houses have so far experienced little benefit from their presence, there is every reason to believe that many good orders will be booked before the strangers head for home.

Reports from the road support the theory that the English lines are experiencing a pretty brisk patronage. Some of the salesmen are still at home, but those on tour seem to be quite satisfied.

Only a portion of the order-bookers for German and French wares have started out so far. Many of their fellow-salesmen do not leave here until the end of the month.

The snap that has distinguished the marketing of domestic pottery since the opening of the fall season is still in evidence. While the road men have been disappointed in some cities because of the absence on vacation jaunts of various buyers, their results have been considerably in advance of last season. Specialties have been moving with particular vigor.

There is only fair activity at this time in lamps, portables and other lighting accessories. The traveling salesmen are doing well, but the bills placed with the New York agents have not been very large or numerous yet.

Varying statements are given out concerning glassware for table, toilet or ornamental purposes. In some quarters the activity is marked, and in others the results are disappointing. Locally there is little to gloat about.

Trenton. Order-files at the local plants continue to receive substantial increases from day to day. They now contain a greater number and much more satisfactory demands than last August. There is apparently no reason now why the hopes of a record-breaking fall should not be realized. The orders booked so far are confined to no particular locality, but come from merchants in every section of the country.

While prices in some respects might stand for improvement, they are considerably more stable and profit-bearing than a year ago. There is also a more

popular request this year for specialties of the more expensive kind. In fact, the trend of trade from a local viewpoint seems to be quite decidedly in the direction of better goods than usual.

East Liverpool and Vicinity.

Continuous improvement is noted in business among the Western potteries. Generally the plants are busy on orders, which are coming chiefly by mail and from traveling men, although a gratifying amount of direct orders and a liberal number of interesting inquiries are received daily at the majority of the potteries. Visiting buyers were not very numerous the past week, although some important ones from leading Western points were registered during the period and bought liberally.

While a few potteries report Eastern trade fairly active with them, the majority say it has been so far the slowest, though prospectively good. The Pacific Coast trade has made the sharpest demand, but the West, Northwest and South show strong activity, with a continuously increasing demand as August advances Staple dinners of good grade lead in these demands at present, though a liberal movement in attractive specialties is experienced.

Everybody concurs in the belief that the fall business of 1906 will be a record-breaker in pottery.

Pittsburgh and Vicinity.

The past week has been rather quiet in the glassware trade. The weather has been warm, and both manufacturers and buyers have felt more like rusticating than resuming vigorous work. Current orders at the majority of the factories have been rather light However, the first week in August does not usually show a very active trade in glassware, and the past week may be considered normal at the majority of the factories.

It is to be remembered that, till last year, the summer vacations at the tableware factories extended over the whole month of July. One week was chopped off last year's summer stop, and under the pressure of a number of factories the vacation was reduced still another week this year, making it only half of the usual shut down. While quite a number availed themselves of the opportunity to start up on the 16th, a larger number than was at first supposed did not commence their new fires till the first week in August or the last in July. With the exception of a few, manufacturing is now in about the same condition as usual, and business is moving along normally for the time of year.

Tumblers, jellies and fruit jars continue to display great activity.

The lamp trade is showing its usual increased demands for the first week in August, and generally the different lines and branches of glassware are moving as well as could be expected for the season of the year.

Everybody is confident of a good fall trade in glassware, and manufacturers are making preparations accordingly.

THE HOUSEFURNISHING EXHIBITION.

MADISON SQUARE GARDEN has proven a gathering place this week for buyers of housefurnishing goods from nearly every section of the United States, attracted by the Housefurnishing Exhibitlon, which opened on Monday and closes next Saturday night. The main floor of the Garden is filled with exhibits of wares for household use. There is also one pottery display—that of the American China Co. Good taste has been exercised in the arrangement of the exhibits, which are positioned on either side of the main aisle and along the lower edge of the first balcony. Selections are rendered during the day and in the evening by d'Aquin's military band. Miss Sadie Helf and John J. Nestor, vocalists, also entertain with solos.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g July 21, '06	Corresponding period 1905	Exports Jan. 1 to July 21, '06	Corresponding period 1905
Boston	132	148	4197	3792
New York	180	70	3310	3678
Baltimore.	640	248	8463	6923
Philadelphia	49	15	789	581
New Orleans .	5	203	2098	2280
Newport News....	....	24	752	543
San Francisco.....	....	....	891	535
Portland (Me.)...	44		508	325
Galveston.....	....	168	612	543
Portland (Or.).	35	28	653	305
Inland Points.	236	204	7158	9308
Total...	1271	1208	29431	28813

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g July 21, '06	Corresponding period 1905	Exports Jan. 1 to July 21 '06	Corresponding period 1905
New York	125	70	3122	3727
Boston	132	137	4381	3562
Philadelphia.... .	49	15	749	580
Baltimore ...	640	248	8613	7213
San Francisco....	....	....	861	535
New Orleans.....	5	203	2339	2213
Portland (Me.)...	44	....	409	182
Galveston	....	168	593	529
Newport News....	.	24	636	612
Portland (Or.).....	35	28	704	805
Inland Points.....	229	274	7880	8796
Total....	1259	1167	30537	28254



WHILE the increased attendance in New York of out-of-town merchants is evident in the District, the buying has not improved in proportion. The visitors seem inclined to first "take in" the House-furnishing Exhibition and defer their china, glass and lamp purchases until towards the close of their stay. This decision is calculated to cause a revival of trade downtown toward the close of this week and during next.

It has been decided by the Byesville Glass Co. to discontinue its office at 25 West Broadway. L. C. Siegel, who has been in charge of the office, retains his connection with the company.

Gold deposit is employed for decorative purposes on three of the four lamps just installed in the Consolidated Lamp and Glass Co.'s quarters. One lamp is adorned by an apple-blossom design, in which the leaves, stems and buds are hand painted while the blossoms are executed in the gold deposit. Another lamp possesses a somewhat similar floral motive, but the flowers in this case are reproduced alternately in natural colors and gold deposit. The third lamp presents the most liberal use of the deposit, which is employed almost entirely in the reproduction of an extravagant floral subject. A gold-traced blossom decoration clothes the fourth of the new lamps. It is not so radical in character as the gold deposit creations, but is, nevertheless fresh in conception. These lamps supplement a display that is easily the most extensive and diversified in the Consolidated's history.

W. V. Higgins and his highly artistic specimens from the Pope-Gosser China Co. leave the Bartholdi on Saturday after a week's engagement. As usual, the line this fall presents a number of decidedly new features. Among the debutantes is a lunch set that ought to meet with the approbation of the ladies. The tray is fashioned somewhat like a triangle, but with none of the severity of the latter's lines. This shape provides room for a cup and the sandwich, pastry, or whatever dainty might be desired for the light luncheon. In the Clarus art ware many new ideas are exploited in decoration as well as shape.

No temporary cut glass sample-room ever opened in New York, perhaps, has ever contained so many and so varied an array of pieces as the display from the Quaker City Cut Glass Co. at the Hotel Bartholdi, which is in charge of A. A. Bean. The fact that it required the capacity of five trunks and ten barrels to transport the line to this city conveys an idea of its magnitude. The exhibit includes a number of new items, especially in the way of punch bowls and large vases. Mr. Bean remains at the Bartholdi until the 17th.

A turkey and fowl set in the Knowles, Taylor & Knowles Co's exhibit at the Hotel Bartholdi, of which Cecil Taylor is in charge, possesses decorative characteristics that are refreshingly dissimilar to those adorning most sets of the kind. A grape tray, which has an embossed reproduction of a bunch of grapes in a dull silver finish, is also novel and artistic. The same compliment might properly be paid to another tray, on the surface of which is brought out in pretty strong relief the form of a mermaid executed in dull gold with a tasteful use of red. A chocolate pot and cracker jar, somewhat above the ordinary in size, but exceedingly well proportioned, are also new offerings. The dinner and toilet samples contain a host of fresh decorations and pleasing innovations in shapes. Mr. Taylor remains at the Bartholdi until the 20th.

Among the many ceramic debutantes from the Sevres China Co. which Fred Kline is at present chaperoning at the Hotel Bartholdi is a wonderfully clever copy of the Meissen Dresden line. These Dresden flowers, rich and natural in coloring, are scattered over the white surfaces of fancy pieces in a fashion characteristic of the original. The borders

are executed in green, turquoise blue and maroon, enlivened by gold lines. There are eighty-eight distinct fancy pieces in the assortment which carries this excellent decoration. An underglaze blue presents an attractive idea in the matter of shading. The blue fades away into a barely perceptible white as it mingles with a group of poppies in the center of each piece. Amsterdam figures on a light blue ground also form pleasing subjects There are other equally noteworthy creations in the line, among which might be mentioned dinner and toilet patterns.

At the Bartholdi Hotel the National China Co., of East Liverpool, are showing many new things in vases as well as staple lines. I. W. Van Fossen is in charge.

The fact that Shimamura & Co , 579 Broadway, operate their own factory in the land of the Mikado enables them to not only create and control shapes and decorative designs, but also permits them to make goods according to special order. Not a piece of their ware is marketed in Japan, being produced exclusively for their own importations The line is a comprehensive one and embraces many especially interesting items, notably in decorated china

Of all the many beautiful art glass shades that owe their creation to the Unique Art Glass and Metal Co., not one possesses the minuteness or perfection of detail belonging to a large hanging shade that reached the showroom of S. B. & C. B. Clark recently. The upper part is constructed of leaded glass pieces which are so arranged with regard to color that the surface of the shade seems to be covered by the foliage of a tree. This illusion is preserved, too, in the designing of the border. Around the latter are also placed the forms of swans, which, to all appearances, are floating on the surface of a stream. The perspective is designed to represent a light blue sky, with the line of demarcation between the heavy blue of the water and the horizon plainly distinguished. The stream, sky and swans are obstructed from view here and there by the imitation foliage, thereby creating the optical impression that one would obtain by observing the sea through a heavily-leaved tree. It is a most effective idea and serves to emphasize the artistic capacity of the concern that originated it.

LIKE THEIR WARES.

A DAINTY little pamphlet, as unique as it is artistic, has been issued by the Oneida Community, Ltd. It is entitled "Some Business Ideals of the Oneida Community," and traces the development of the present organization and its products from the foundations laid by the original members of the Community many years ago. The typographical and artistic features of the pamphlet are admirable. The cover, in a cream tint, has a pressed panel, in which is suspended a rich design, the latter being caught at the top only. The cover and pages are deckle edged. Handsome illustrations in tint are applied to the pages by the same method employed with the cover design. These show the spacious edifice known as the Community Home, a picturesque landscape, including the historic Oneida Creek, and a chaste example of the flower-de-luce design so widely advertised. Rich greens and gray predominate in the interior decora tive effects. The interesting text of the pamphlet takes the form of a simple essay, devoid of the advertising features which commonly characterize such publications

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

F J Wilson, with Marshall Field & Co, c, Chicago. Imperial.
A J Wait, with Gimbel Bros, hf, Milwaukee. Herald Square.
D W Johnston, with Arthur Letts, hf, Los Angeles. Martinique.
L Stewart, of D J Stewart & Co, hf, Rockford, Ill. Park Ave.
D Saunders, with Siegel, Cooper & Co, hf, Chicago.
Albert Faber, hf, Albuquerque, N M Belvedere.
Chas Smith, with O'Gorman Co, c, Providence, R I. Imperial.
Robert Orr, with McCurdy & Norwell Co, c, Rochester, N Y Herald Square
L A Katy, with The Famous, c, Braddock, Pa. Wellington.
F M Taylor, with Hochschild, Kohn & Co, c, Baltimore. Woodstock.
H M Stockman, with Trask, Prescott & Richardson, c, Erie, Pa. Herald Square.
H Mooney, with Jonas Long's Sons, c, Scranton, Pa. Woodstock.
R M Caird, with Sweeney Co, c, Buffalo. Herald Square.
B Kaufman, of Kaufman & Sons, c, Baltimore.
J F Leary, with Outlet Co, c, Providence, R I. Woodstock.
R A Cavanaugh, with A Lisner, c, Washington.
J W Chaput, with Porteous & Mitchell, c, Portland, Me.
Neil McColgan, with Houghton & Dutton, hf, Boston.
H T Wilhelm, with H A Meldrum Co, c, Buffalo.
W T Mitchell, with Adam, Meldrum & Anderson, hf, Buffalo. Seville.
H Friedman, with the Bailey Co, c, Cleveland.
E Schmidt, with Heyn, Binswanger & Co, c, Detroit
Geo Holloway, with Joel Gutman & Co, c, Baltimore.
John M Postley, with Baltimore Bargain House, c, Baltimore.
C Hug, with Geo B Peck D G Co, c, Kansas City, Mo.
A Gump, with S & G Gump, c, San Francisco.
C W Sprowls, with John Shilito Co, c, Cincinnati. York.
O Davis, with J K Libby Co, hf, Portland, Me. Woodstock.

R L Hudson, with E S Brown Co, hf, Fall River. Navarre.
F J Stanley, with Porteous & Mitchell, t, Norwich, Conn. New Amsterdam.
W Hodge, of W Hodge & Co, hf, Philadelphia. Broztell.
G F Weston, with Jordan Marsh Co, t, Boston.
G M Schwartz, with Columbus D G Co, t, Columbus, O. Herald Square.
G H Guest, with Jordan Marsh Co, hf, Boston. Woodstock.
W H Gadd, with Pettis Dry Goods Co, hf, Indianapolis.
C O Curtis, with Lion D G Co, hf, Toledo, O. Cadillac
J MacFarquhar, with S Kann, Sons & Co, t, Washington.
S Y Pierce, with Henry Siegel Co, c, Boston. Imperial.
E H Wade, with Wm Barr D G Co, hf, St Louis. Seville.
J L Richards, with J Bacon & Sons, hf, Louisville. Breslin.
F L Sturtevant, with Forbes & Wallace, hf, Springfield, Mass. Herald Square.
W M Marquis, with Jones D G Co, hf, Kansas City, Mo. Herald Square
Max Rauch, with Mabley & Carew Co, c, Cincinnati. Prince George
Miss K Sullivan, with E W Edwards & Son, s, Syracuse. Victoria.
F Kanders, with Leopold Adler, hf, Savannah, Ga.
H A Drennan, of Drennan Co, c, Birmingham, Ala. Marlboro.
F E Fleischman, with I Freimuth, hf, Duluth. Algonquin
R M Slick, with Davidson Bros, c, Sioux City, Ia. Herald Square.
E D Garrison, with Sanger Bros, c, Dallas, Tex. Albert
H Kalish, with Boston Store, hf, Chicago. Grand.
W F Walker, C F Walker and W C MacMillen, with E W Edwards & Son, hf, Syracuse, Rochester and Troy, N Y. Albert.
E D Bartholomew, with Wm Hengerer Co, hf, Buffalo. Imperial.
A Binswanger, with Jos Horne Co, hf, Pittsburgh. Herald Squcre,
H H Newcomb, with Joslin D G Co, hf, Denver.
J Hertzberg, with S Kann, Sons & Co, hf, Washington. Cumberland.
J W Moorehouse, with The May Co, hf, Cleveland. Broztell.
J L Kesner and C Hecking, with Siegel, Cooper & Co, t, g, Chicago. Navarre.
A E Ellis, with Almy, Bigelow & Washburn, hf, Salem, Mass.
C H Hall, with Carson, Pirie, Scott & Co, c, Chicago.
A J Kline, with Dives, Pomeroy & Stewart, hf, Harrisburg, Pa.
J Hogan, with Denholm & McKay Co, hf, Worcester, Mass.
G J Kaula, with G B French Co, t, Portsmouth, N H. Prince George.
Mr Patterson, with The Famous, c, hf, St Louis.
S J Nealis, with Gamble-Desmond Co, hf, New Haven.
A T Rathbun, with John A Roberts & Co, hf, Utcia. Grand.
W W Mosher, with Sibley, Lindsay & Curr Co, hf, Rochester.
W H Anderson, with P Wiest's Sons, hf, York, Pa. Herald Square.
M Bernheimer, of Bernheimer Bros, t, Baltimore. Breslin.
S B Leonardi & Co, c, Tampa, Fla.
H S Marshall, with R H White Co, c, Boston.
R C Berneau, c, Greensboro, N C.
Mr Case, with R H Rose Merc Co, c, Carthage, Mo
A S Hughes, c, Seneca Falls, N Y.
H E Kline, with Rothert Co, c, Harrisburg, Pa.
H J Knatz, with Gimbel Bros, c, Milwaukee, Wis. Woodstock.
N B Goldstein, with Jones D G Co, s, Kansas City, Mo. Cumberland.
H Goodman, with Lit Bros, hf, Philadelphia, Pa. Cadillac.
W W Everett, with Woodward & Lothrop, hf, Washington. Broztell.
C D Laubach, with C K Whitner & Co, hf, Reading, Pa Grand.
Staley & Bro, c, Highpoint, N C.

A NEW FORM OF "GRAFT."

QUITE recently, says a contemporary, a woman discovered that two large stores were selling precisely the same style and quality of a certain cut glass dish—one store for $3.25, the other for $3.75, and she devised the plan of buying at the cheaper store for $3.25 and taking the dish to the other store to obtain a credit for $3.75 and get the credit "cashed." She repeated the operation once a day for three days, when the store to whom the goods were returned found it had more dishes in stock than originally purchased, and had no record of selling any. The "grafter" duly appeared on the fourth day with her dish for credit, but upon being questioned became considerably flustered and beat a hasty but haughty retreat, declaring in an injured tone she had been insulted. She was followed, and led the way to the store where she had made her purchase, and thus the "mystery" was easily explained.

ARTISTIC EXHIBIT AT JAMESTOWN.

IT is proposed to make a large exhibit of artistic specimens of pottery, glass, silverware, bronzes, and the like, in conjunction with the Jamestown, Va., Exposition next year. Major Algar M. Wheeler, chief of the department of exhibits, is now making a tour with the idea of interesting manufacturers in the matter. Speaking of his plans, Major Wheeler said:

"At the Pan-American Exposition the most popular and attractive section was the interior court of the Manufacturers' Building. It was devoted exclusively to artistic manufactures. We have been requested to have a similar court, and to offer to manufacturers of artistic goods an opportunity to occupy the same. It is proposed to inclose this space (about 150 by 80) with a highly artistic, decorated partition, or facade, and to have in the centre a beautiful electric fountain; to arrange for a uniform or harmonious system of installation, not necessarily expensive, which will at once attract and interest every visitor. At the four entrances of this court it is proposed to have artistic iron gates attached to ornamental posts constructed of scagliola or other material, surmounted by vases or lamps, probably of the Colonial style or that of 300 years ago. At night this will be one of the features of the Exposition."

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

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All Foreign countries in the postal union..... 4.50
Single copies..... 10

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUGUST 9, 1906.

MAKING A SALE.

MANY salespeople in retail stores labor under the impression that their value is reckoned solely by the number and proportion of the sales that they make. Some merchants, possibly, may grade their help according to this idea, but the more observing do not. It very often happens that one clerk is obliged to devote as much time to the accomplishment of a single sale as a fellow-clerk may occupy in attending to the wants of several less-exacting customers. If immediate financial gain is to be considered by the house, the second clerk referred to is necessarily rated the more valuable. And yet the other may by his patience and courtesy have produced greater and more permanent results for his concern. This line of reasoning is suggested by the following article, which appeared in a recent issue of *Store Topics*, published by the employees of the Jordan, Marsh Co., Boston:

"An unusually stout gentleman came into the store recently in search of a bathing suit. He had already been to several stores without success. A friend had told him to try Jordan's—he would 'get it there if anywhere.' Now, a suit to fit a man with 54-inch chest and 62-inch waist measurement is quite impossible to find ready made even here. He must have the suit at noon of the following day, if at all. The salesman did what every salesman should do when goods are not in stock—he asked the privilege of trying to get what was wanted within the given time. No other clerk had asked to do this in the other stores, and the man, appreciating the request, granted it.

"A visit to every wholesale house was barren of results. No manufacturer would promise to make and deliver the suit inside of ten days. The situation looked hopeless; but the salesman was persistent and earnest in his endeavor to accomplish what he started out to do. He visited a certain maker the second time that afternoon, and by tact and diplomacy induced him to put through a rush order and have the suit at the time wanted. The man called the next day, and found awaiting him just the suit he wanted, in cloth, style and size. He was loud in his praises of the attention and treatment on the part of the salesman."

The occurrence came indirectly to the ears of the superintendent, who thereupon sent for and complimented the salesman for using every means and effort to satisfy the customer and for his unmistakable interest in the firm's welfare.

This incident serves very nicely to illustrate the forcefulness of our argument. The aggregate sales of the clerk during the day that he busied himself with that bathing suit could not have been very large. But he did much more effective work—he made a lasting friend for the house. Most people are impressed by the courtesy, solicitude and forbearance of salespersons who exhibit an eagerness to really inconvenience themselves in order to give satisfaction. Usually it requires much more time to gratify the desires of the shoppers who are so hard to please; but the house is the beneficiary if they can be sent away thoroughly satisfied. And the house so benefitted must surely appreciate more highly the service of salespeople capable of this achievement than the indifferent, mechanical clerks who record numerous sales merely because their customers are easy to dispose of.

PERSONAL.

IT is quite unlikely that "Jimmy" Brady, formerly a purveyor of earthenware and now president of the Standard Rubber Co., will ever again assume the character of "Raffles," the fictional social burglar. Several mischievously-inclined business and professional friends of Brady in Trenton induced him one evening to assist in the perpetration of a practical joke at the expense of Karl G. Roebling, the wire manufacturer. Brady, in pursuance of the plan concocted, crept on to the lawn surrounding the Roebling mansion one evening after dark. His fellow-conspirators, meanwhile, were to have warned Roebling by 'phone that a suspicious-looking individual, evidently bent on burglary, was seen lurking about his home. But the game was queered through the vigilance of a policeman named Hutchinson. The latter spied the form of Brady before the joke had proceeded very far, and, concluding that a sure-enough

house-breaking stunt was about to come off, he leaped over the fence and started in pursuit. Anxious to avoid an embarrassing predicament, "Jimmy" retreated in wild disorder to the rear of the lawn. But the "copper," by a threat to shoot, halted and promptly handcuffed him. The neighborhood was by this time aroused, and Brady attempted to explain, but there was no one around to verify his story. Roebling, expressing surprise and chagrin that his friend Brady should have developed criminal tendencies, ordered the policeman to take him to headquarters. The latter, still expostulating that he was the victim of circumstances, had been marched fully two squares before his brother-schemers turned up. They hur riedly explained the matter, and Roebling, laughing ly undecided as to whether he or Brady had been the "mark," promptly invited the party to his home for an impromptu luncheon.

⚜

J. Latzer has been placed in charge of Katz & Goldsmith's housefurhishing department, Braddock, Pa. Formerly he managed the J. J. Gorman Co.'s department in Brooklyn, N. Y.

⚜

Wm. Kelly left Chicago last Saturday for an invasion of the Pacific Coast market with the General Mfg. and Supply Co.'s line. The return trip will be made via the South.

⚜

F. H. Pletcher, of the Roseville Pottery Co., has been spending several days here in order to meet those of his out-of-town trade who are attending the Housefurnishing Exhibition. Mr. Pletcher, although located in Syracuse, directs the Boston office of the Roseville Pottery Co. and has charge of that concern's trade through New England, New York State and the remaining territory east of Pittsburgh, exclusive of this city and vicinity.

⚜

Thos. Evans, who recently resigned as crockery buyer for Steinbach & Co., Asbury Park, N. J., is in New York. He has made no arrangements for the future. Mr. Evans has been succeeded by Claude Rogers.

⚜

S. J. Casper is touring the West with samples from the O. F. Egginton Co., Corning, N. Y.

⚜

L. A. Carter sailed on the Kaiser Wilhelm der Grosse for Europe to buy fancy goods for the new department which L. D. Bloch & Co. will inaugurate next import season.

⚜

David Fisher has gone West in the selling interests of the New Martinsville Glass Mfg. Co.

⚜

Even the exacting nature of C. E. Towne's duties as the head of the Union Pottery Co., Zanesville, O., has proven a weak defense against the attacks of Dan Cupid. This is made evident by the announcement from Kennebunkport, Me., that Miss Edna B. Perkins, of that place, recently became Mrs. Towne.

⚜

The new merchandise man at Houghton & Dutton's, Boston, is revolutionizing matters in the store Mr. Dodge is up to date and is going to run things on an entirely new basis. Some of the buyers in the different departments are looking on and wondering.

⚜

F. H Davis has closed his connection with the Sperry & Hutchinson Co. as crockery, glassware and lamp buyer. In the future he will devote his attention to the marketing of a razor of which he is the patentee

⚜

B W. Jacobs, president of the Ohio Flint Glass Co , was in town for a few days last week.

⚜

After a service of nineteen years as manager of the New England Furniture Co.'s crockery department in Minneapolis, Chas. C Hutchins has resigned. His action was actuated by a desire to ally himself more actively in the future with a copper mine in the Yukon district in which he is financially interested. This will mean Mr. Hutchins' removal of residence to the far Northwest

⚜

A recent visitor to New York was Thos. G. Jones, president of the Riverside Glass Co., who remained here for a couple of days.

⚜

Arthur J. Bennett, president of the Cambridge Glass Co., was observed in the District a few days ago.

⚜

Mr. Dose, of Vogt & Dose, sailed on Thursday of this week for Portland, Me., accompanied by his family. They are to remain there about two weeks.

⚜

A. C. Griffith took charge of the art department in the new Wanamaker store, this city, on Wednesday. Mr. Griffith formerly managed Joel Gutman & Co.'s china department in Baltimore.

⚜

R. W. Forbes, of Faulkner & Forbes, local commission agents, is summering at Essex, on Lake Champlain.

⚜

"Ben" Miller, who has been taking a rest from business cares, came over from Baltimore this week to see some of his old friends. Needless to say, he was cordially received.

⚜

The Housefurnishing Exhibition this week tempted John J. Hines, with Blakeman & Henderson, and Jas. H. Colgrove, with F. W. Jenkins & Co., to inter-

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rupt pleasant vacation jaunts. The first-named came down from the Adirondacks for a few days, and Mr. Colgrove from the Thousand Islands

⚜

G. A Robbins has been engaged as manager of a new china, glass and housefurnishing goods department that the John Gerber Co., Memphis, Tenn., is soon to open.

MAKE WAY FOR THE SALESMEN!

THIS week's influx of buyers has been accompanied by a proportionately heavy invasion of salesmen for domestic factories, who are displaying sample lines at the following hotels:

AT THE BARTHOLDI.

Cecil Taylor, with Knowles, Taylor & Knowles Co.
Fred. Kline, with Sevres China Co.
A A. Bean, with Quaker City Cut Glass Co.
W. V. Higgins, with Pope-Gosser China Co.
Henry Hunt, with Hunt & Sullivan's cut glass.
Wm. R. Eliot, with Meriden Cut Glass Co.
J. A. Dirksen, with Donath's hand-painted china.
Chas. McKenna, with Kelly & Steinman's cut glass.
Mark Meyers, with Owen China Co.
I. W. Van Fossen, with the National China Co.'s line.

AT THE ASTOR HOUSE.

O. H. Sebring, with French China Co.
W. S. Creveling, with McKee-Jeannette Glass Works.
J. W. McCoy and A O. Williams, with J. W. McCoy Pottery Co.
J E. Austin and W. F. Handel, with the Handel Co.

CERAMIC SOCIETY INSPECTS POTTERIES.

ABOUT forty members of the American Ceramic Society visited East Liverpool last Thursday. The society was holding its summer session at Beaver Falls and decided to devote one of the three days to an inspection of this pottery center. They visited the Homer Laughlin China Co., the Knowles, Taylor & Knowles Co., the new Laughlin pottery at Newell, the Edwin M. Knowles Supply Co., George Brunt Electric Co., the flint mills and Patterson foundry—taking in all phases of pottery-making and supplies.

It was the first visit of the Ceramic Society in a body to East Liverpool, and great interest was taken in the various pottery manufacturing institutions. Before going to Newell luncheon was had at the Thompson House, where Prof. R. E. Rayman, of the East Liverpool schools, made a speech of welcome. Prof. Orton, of the Ohio University, W. D. Gates, Chicago, and Prof. Ries, of Cornell University, also spoke.

The following were noted at the luncheon: F W Walker, Beaver Falls, Pa.; H F Staley, Uniontown, Pa.; Richard R Hill, Beaver, Pa.; Frances C Preston, Cleveland, O.; George C Crossly, Trenton, N J.; Nate G Pitzer, Cherryvale, Kas.; Ellis Lovejoy, Columbus, O.; W A Graham, New Brighton, Pa.; Edward Orton, Columbus, O.; P A Smith, New Brighton, Pa.; Ernest Mayer, Beaver Falls; William D Gates, Chicago; Thos J Fiddler, New Brighton, Pa; D C Thomas, Wellsville, O; William Hipp, Massillon, O; William M Alrich, Pittsburg; E Ogden, Columbus, O.; A V Bleininger, Columbus, O; John J Herold, Zanesville, O.; S V Peppel, Columbus, O.; W H Goosline, Rochester, N Y.; H Ries, Ithaca, N Y.; J E Randall, Indianapolis, Ind.; Alfred S Porter, Chicago; Thomas Sant, John Sant, John L Dudley, Alfred Plant, J A May, W G Stevenson, S M Ferguson, R E Rayman, H E Ashley, D D Irwin, R T Hall, J M Manor, John W Vodrey, R L Caywood, C H Walker, R J Meakin, Will A Rhodes and John Stamm, East Liverpool.

TRADING STAMPS CAUSE ABANDONMENT.

IT has always been our policy to condemn the use of trading stamps, which, we have argued time and again, seriously injure the natural circulation of business. But the suggestion that the stamps might some day be responsible for domestic infelicity had never occurred to us. The recent arrest of a Philadelphia husband for non-support, however, has brought to light an instance of this. In his defense the husband insisted that it was impossible to live with the plaintiff, whom he characterized as a "trading-stamp fiend" Pressed for a further explanation by the astonished judge, the defendant said:

"She refused absolutely to buy our household necessities at the store where I had an account, simply because the firm did not give away stamps. She squandered the allowance I gave her on groceries that we did not need and seldom ate. Her one thought seemed to be centered on stamps, which she converted into furniture, pictures, etc, as frequently as possible. In the meantime our home was being filled with cans and bags of foodstuff that could not be eaten. Now, on the level, Judge, could you blame me for leaving her?"

This direct and decidedly embarrassing question was skilfully parried by the court, who, however, favored the man with a look of charitable sympathy. The latter has been ordered to support his wife; but the allowance has been made reasonable enough to prohibit a continuance of her pursuit of stamps.

POTTERY OPERATIVES ENJOY OUTING.

MEMBERS of the firm of Ransbottom Bros., Roseville, O., recently tendered an outing to their employees. The party was taken via rail and water to Harry camp, where refreshments were distributed with a lavish hand. The day's proceedings included athletic events of various kinds, and on the return trip the guests expressed their appreciation in the most emphatic way.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending August 7, 1906.

ANTWERP

103	packages	glassware	B Gunthel
40	"	"	Strobel & Wilken Co
116	"	"	Miscellaneous Orders
15	"	chinaware	A G Moment
5	"	"	F W Jenkins & Co
50	"	"	Paroutaud & Watson
3	"	"	Miscellaneous Orders
45	"	earthenware	Geo Borgfeldt & Co
65	"	"	G F Bassett & Co
2	"	"	Fensterer & Ruhe
14	"	"	Koscherak Bros
70	"	"	L Straus & Sons
21	"	"	E R Thieler
88	"	"	Strobel & Wilken Co
8	"	"	Miscellaneous Orders
218	"	toys	L H Mace & Co
18	"	"	Hamburger & Co
1	"	"	R H Macy & Co
283	"	"	C B Rouss
91	"	"	Strobel & Wilken Co
47	"	"	Miscellaneous Orders

COPENHAGEN

346	packages	chinaware	Geo Borgfeldt & Co
3	"	"	Knauth, Nachod & Kuhne

SOUTHAMPTON

28	packages	chinaware	Paroutaud & Watson
7	"	"	Hamburger & Co

HAMBURG

132	packages	glassware	L Straus & Sons
7	"	"	Chas Ahrenfeldt & Son
1	"	"	L D Bloch & Co
40	"	"	Brown Bros
27	"	"	Geo Borgfeldt & Co
113	"	"	Eimer & Amend
71	"	"	F Euler & Co
13	"	"	Fenesterer & Ruhe
18	"	"	O Goetz
1	"	"	M Kirschberger
3	"	"	Kmy-Scheerer Co
533	"	"	W R Noe
47	"	"	Strobel & Wilken Co
15	"	"	L Heuman & Sons
224	"	"	Miscellaneous Orders
31	"	chinaware	Strobel & Wilken Co
92	"	earthenware	Bawo & Dotter
12	"	"	C Ahrenfeldt & Son
56	"	"	Geo Borgfeldt & Co
1	"	"	G F Bassett & Co
10	"	"	Fensterer & Ruhe
14	"	"	Hamburger & Co
2	"	"	B Illfelder & Co
25	"	"	Julius Palme
12	"	"	L Straus & Sons
248	"	"	F W Woolworth
32	"	"	J Wygand & Co
16	"	"	Zeh & Co
155	"	"	Strobel & Wilken Co
42	"	"	Miscellaneous Orders
102	"	toys	B Illfelder
24	"	"	Geo Borgfeldt & Co
4	"	"	L H Mace & Co
1	"	"	R H Macy & Co
4	"	"	C B Rouss
14	"	"	Samstag & Hilder Bros
246	"	"	F W Woolworth
219	"	"	Strobel & Wilken Co
153	"	"	Miscellaneous Orders
4	"	harmonicas	Strobel & Wilken Co

HAVRE

80	packages	chinaware	F P Abbot
104	"	"	Haviland & Co
5	"	"	Hamburger & Co
27	"	"	Miscellaneous Orders
27	"	glassware	E Utard

BREMEN

10	packages	glassware	L Straus & Sons
2	"	"	Geo Borgfeldt & Co
25	"	"	Knauth, Nachod & Kuhne
14	"	"	A Steinhardt & Co
9	"	"	Samstag & Hilder Bros
83	"	"	Miscellaneous Orders
81	"	earthenware	Geo Borgfeldt & Co
24	"	"	Karl Hutter
2	"	"	Hamburger & Co
34	"	"	Knauth, Nachod & Kuhne
5	"	"	N Wapler
161	"	"	Strobel & Wilken Co
11	"	"	Miscellaneous Orders
67	"	toys	Geo Borgfeldt & Co
31	"	"	Hamburger & Co
28	"	"	F A O Schwartz
241	"	"	Strobel & Wilken Co
142	"	"	Miscellaneous Orders

LIVERPOOL

25	packages	chinaware	Bawo & Dotter
15	"	"	Strobel & Wilken Co
2	"	earthenware	The Rowland & Marsellus Co
1	"	"	Higgins & Seiter
2	"	"	W S Pitcairn
9	"	"	E Boote
4	"	"	Meakin & Ridgway
5	"	"	R Slimmon & Co
8	"	"	L Straus & Sons
3	"	"	J Wygand & Co
36	"	"	Strobel & Wilken Co
3	"	"	Miscellaneous Orders
14	"	glassware	Strobel & Wilken Co
40	"	toys	" "

ROTTERDAM

16	packages	earthenware	Amberg, Brill & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

60	packages	earthenware	Jones, McDuffee & Stratton Co
2	"	"	Stone & Downer
5	"	"	Richard Briggs Co
4	"	"	Reichner Bros
10	"	"	Rowland & Marsellus Co
60	"	"	American Express Co
10	"	"	R F Downing & Co
3	"	"	Geo Borgfeldt & Co
33	"	"	Mitchell, Woodbury Co
2	"	"	Shreve, Crump & Low Co
52	"	"	Downing's American Dispatch
10	"	"	Houghton & Dutton
4	"	"	Bigelow, Kennard & Co
164	"	"	Miscellaneous Orders

LONDON

2	packages	earthenware	Brown Bros. & Co

GLASGOW

18	packages	earthenware	Capt. Davy Anderson
1	"	"	Harlow & Howland

HAMBURG

175	packages	earthenware	Jones, McDuffee & Stratton Co
4	"	"	C A Clarne
44	"	"	Pitt & Scott
11	"	"	Bawo & Dotter
24	"	"	Simon Bache & Co
12	"	"	L Wolf & Co
3	"	"	W N Crocker
3	"	"	P Vorenberg
4	"	"	C J Pierce & Co
27	"	"	Houghton & Dutton
44	"	"	W N Proctor & Co
14	"	"	Stone & Downer
299	"	"	First National Bank
10	"	"	Bausch & Lamb
3	"	"	S W Manning
119	"	"	R F Downing & Co
111	"	"	Boston and Maine Railroad
427	"	"	Geo Borgfeldt & Co
51	"	"	Miscellaneous Orders



East Liverpool and Vicinity.

General good feeling prevails among the Western pottery manufacturers. Business is showing a good volume for the first week in August at the majority of the potteries. The regular trade is buying a good grade of pottery, and current orders show a larger volume from day to day. The traveling salesmen—now all out—are making fairly liberal returns, which show a steady increase, as this month advances, from all sections of the country. The outlook is excellent

* *

There continues to be some complaint at the majority of the East Liverpool potteries of an inadequate amount of fuel gas, though manufacturing is not seriously hampered. Some of the potteries have commenced to change their heating apparatus from gas to coal in the biscuit kilns. The Dresden completed coal connections in three biscuits last week, and will change all to coal during the month. This will leave the glost kilns on gas, these being more easily operated with this fuel. Other potteries here are contemplating similar changes. It is probable that if all the plants would make the same change this summer and fall the supply would suffice for all the glost kilns during the winter—the most trying time for a full supply of natural gas.

* *

H. P. Knoblock sold his stock in the Dresden Pottery the past week, and now President H. A. McNicol owns ninety-seven per cent. of the whole amount, only three shares being held outside his family. The Dresden has had the largest July business this year in its history. Mr. Davis, the Western salesman, is in Illinois and Mr. Buxton in Philadelphia this week.

* *

E. C. Gatling, of the Gatling Mfg. Co., Kansas City, placed several car orders here the past week. He gave glowing reports of the business situation in that stirring city on the Missouri.

* *

J. C. Deens, of the D. E. McNicol Pottery, returned early this week from a successful trip through New York and New England. He says that while trade is not quite so active yet in the East as in the South and West, it is good, and bids fair to take a larger volume of American pottery than for many preceding years.

* *

The Jones Dry Goods Co., Kansas City, also had a representative here the past week. He left some important orders and confirmed the reports of unusual business activity and prospects.

* *

The Taylor, Smith & Taylor Co. are now pushing along vigorously and are more than pleased with the reception accorded the new management. They have gotten out a new dinner line, the Normandie, an attractive pattern, well potted and in excellent taste, and are about ready to launch their latest effort, the Chester hotel line, to which they are giving the closest attention. All departments of their pottery are now being operated fully, with a goodly line of advance orders for their production as soon as completed.

* *

Reports of great activity are given by the manager of the National China Co. Manufacturing is being pushed with great vigor, and everybody is hustling. Manager Warner is working double time to keep abreast of the situation in the business department. His large, attractive and practical line of specialties is creating unusual interest in the trade all over the country. Everybody seems to want his new illustrated specialty catalogue, and the ware itself brings many commendations. The National is in the swim with its new line of practical specialties. The dinners are equally well designed and potted, and are receiving more than usual attention. W. H. Van Fossen is expected to open up in New York the first of the week for ten days or so.

* *

Geo. C. Murphy, the well-known pottery manufacturer, sustained a severe loss last Friday in the sudden death of his mother.

Trenton.

New England merchants are receiving calls from Howard B. Moses, who is now making his introductory tour as the representative of the Anchor pottery. The aggres-

sive Howard has already met with fine success, and intends to extend his trip.

* *

Albert F. Lemcke is to open a week's engagement on August 20 at the Continental Hotel, Philadelphia, with the General Mfg. and Supply Co's samples.

* *

Announcement has been made of the engagement of Wm. H Fulper and Miss Marietta Pearce, who has interpreted soubrette roles in various musical comedies during recent years. Both parties are Trentonians, although Mr Fulper has of late resided in Flemington, N. J., where he is president of the Fulper Pottery Co.

* *

Mr. McCrea, buyer for Boutelle Bros, Minneapolis, Minn., was in town several days ago for the purpose of inspecting the new fall lines.

Barberton, O.

The deal between the East Liverpool capitalists and the owners of the Barberton pottery is said to be declared off—at least for the time being. Every effort was made to secure the plant for the purpose of making electrical supplies, bnt the owners would not accede to the proposition made them by the East Liverpool promoters. Several other offers have been made for the plant, however, and negotiations are how pending with another pottery company.

Roseville, O.

Because of the retirement from active business of Lyman Lowry, the pottery here that he operated for many years will hereafter be managed by his sons, E. L, C. W. and G. T. Lowry.

Beaver Falls, Pa.

The summer meeting of the American Ceramic Society here was a matter of special interest to the pottery and clay industries the past week. This society is about eight years old. Three-fourths of the actual members are ceramic chemists, numbering about fifty. The associate members bring the total membership up to a little over two hundred and fifty. It is an organization entirely independent of the American potteries, and has for its only object the upbuilding of pottery manufacture from a scientific standpoint. The Society has two meetings a year, one in winter and the other in summer The winter meeting is the business meeting, when papers are read and discussed and practical ideas promulgated. The summer meeting, like the one held last week, is merely a social affair, given up largely to visiting potteries, sightseeing, etc. The first day here (Wednesday) was devoted to visiting the American Porcelain Co. and the Fire Clay Co., Falston, and partaking of an informal banquet at the Country Club Thursday the members went to visit the East Liverpool potteries, returning in the evening. Friday they visited the Mayer Pottery, the Art Tile Works and the Sherwood stoneware plants at New Brighton.

BUSINESS BRIEFS.

Morrison & Hollywood's new china store in Pasadena, Cal, was opened recently. It is the first house of the kind in that city.

Baltimore is to have a "Merchants' Week" from August 16 to 23. One firm in that city announces that it has received word from nearly five hundred merchants that they will be on hand.

The firm of Hinckley & Fowler, commission agents in Boston, Mass., was dissolved recently and the lines divided. Mr. Fowler remains at 102 Pearl street, where he carries the Roseville Pottery Co's. line in conjunction with others.

The L. B. Guy Crockery Co., Davenport, Ill., completed arrangements by which its creditors will be paid in full, the assignment proceedings dismissed, the assignee discharged, and the business continued at its present location on Main street.

Walter Gibb has been admitted as a partner to the firm of Frederick Loeser & Co., of Brooklyn, as successor to his brother, John Richmond Gibb, who died recently. He is a son of the late John Gibb, and received his business education in the firm of Mills & Gibb.

A petition has been filed by Thos. G. Madoc, formerly of Pike & Madoc, Utica, N. Y., praying for his discharge from bankruptcy. The court has ordered a hearing on the matter in Utica on September 4, when creditors and others desiring to may show cause why the petition should not be granted.

Stockholders of the Gorham Manufacturing Co., Providence, R. I., have voted to abandon the proposal to transfer its affairs to the Silversmiths Co. of New York, and have adopted a resolution to sell at auction the shares of stocks the Gorham Co. had purchased in other companies at not less than $1,627,440.

In tables showing the values of goods remaining in bond at the Port of New York June 30, 1906, and June 30, 1905, big gains are shown in almost all kinds of merchandise. In 1905 there was in bond china, not decorated, $11,115; decorated, $30,674; all other, $1,177. In 1906, china not decorated, $4,901; decorated, $99,907; all other, $3,900. It will be seen that there was $69,227 more decorated in bond this year than last. This is accounted for by early shipments which buyers have not been ready to take



Pittsburgh and Vicinity. Fewer factories actually commenced their new fires at the close of the two weeks' vacation than was expected. A large number did not start till the latter part of last week, while some are commencing regular work this week. Some had more repairs than usual, all had good stocks for the season, and July trade in most lines and branches displayed only usual activity. There was therefore no good reason why the larger number of plants should not take their usual July vacation.

Fairly summing up the glassware trade for the last fire, it is found that the volume of business was as large as the several preceding years, though it is now admitted that net margins are hardly coming up to equal amounts, owning to the increased expenses in manufacture and in doing business Some raw materials were higher, salesmen's expenses were greater under the higher cost of living, and generally the expense side of the factories was increased, while glassware was sold at the same prices. The factories are, however, generally in good condition, with fair ledger balances on the right side. Dividends, however, from last year's earnings, at the majority are hardly equal to the preceding year.

The several factories of the National Glass Co are again in operation this week, the majority having taken July for repairs and improvements.

Washington, Pa. The Duncan & Miller Glass Co. closed a very satisfactory trade the past year and commenced this fire under favorable conditions. Owing to the large business booked they have leased the adjacent Phoenix plant, and now have both factories in full regular operation with orders sufficient to promptly consume their output.

The Perfection Glass Co. here had an extra amount of repairs to make at the close of the last fire, and will not start until next week. Their furnace, tank and boiler all had to be overhauled. They are devoting considerable attention to their patent fruit jar, which is proving of great practical value. They will place an attractive new short line of tableware on the market this month. J G. Quay is general manager, and is giving a good account of himself in the character of his productions and the operations of the factory. They will illustrate their new line in the JOURNAL as soon as ready for the market.

Tarentum, Pa. The Tarentum Glass Co. have commenced their new fire under favorable auspices, and are now operating regularly. S. Q. Hamilton, the successor of Jos. Harris, is setting out this week on a tour of the trade. The Tarentum is determined to maintain its high tableware standard and is completing two new lines for next year which Manager Wilson claims will fully rival the noted "Peerless" of this year. The Tarentum proposes to continue on top with its tableware productions—design, metal and finish.

Evansville, Ind. The Evansville Glass Co resumed work on Monday after a vacation of five weeks caused by repairs to furnaces, glass tanks and machinery. The large tank in the tableware house will not be in commission for several weeks yet, and the plant will run on molten glass from the furnaces.

Wellsburg, W. Va. The Riverside Glass Co. started its new fire this week. Everything is now moving smoothly here, and trade is opening satisfactorily for the first week in August. The movement of their clinched-on-collar lamps has been successful, and the output

of this popular lamp this year promises to be the largest in its history. It is put out in a greater variety of patterns and new, tasteful decorations than in any previous year.

The Eagle Glass and Mfg. Co. did an unusually successful business the past year. They made an addition of a continuous tank and another building, and enter the new fire with better facilities and prepared for a still larger trade the coming year. They have expanded from year to year, especially since the fire swept away all their old buildings, till now they are operating one of the largest plants in their line.

Bridgeport, O. The Crystal Glass Co. will start its new fire next week. They have been making a number of changes and improvements.

Bellaire, O. The strike at the Imperial glass works, which involved twenty members of the packers' union, has been settled in a manner satisfactory to all concerned and the men are back at work again. The strike had affected only their department

A MILLION-DOLLAR POTTERY.

OF all the potteries in the world, the one being built at Newell, W. Va., will be the largest and also the most expensive, as it will cost almost $1,000,000. This plant will have a capacity of thirty kilns, of which thirteen will be for bisque and seventeen glost. The main buildings will be 600 feet in length and 300 in width, making it the largest manufacturing plant on the Ohio between Pittsburgh and Cincinnati. This does not include the decorating kilns or offices, which are to be located in separate buildings Construction work on the plant was commenced a year ago and it is believed that it will be ready for operation by October. The plant is being built by practically the same people who own the lands surrounding it, the electric railway connecting Newell with East Liverpool and the bridge over which the electric railway passes. For shipping facilities the company will have the New Cumberland branch of the Pan Handle, owned by the Pennsylvania system, southwest, and the Ohio river.

It required six months to construct the foundation of the plant, it being built of concrete. There are two side tracks from the railroad, it being the only pottery in the West to have such shipping facilities. On one track the raw materials will be received and on the other the finished product will be shipped to the markets of the world, for the company proposes to enter into the foreign trade.

A slip house is located at each end of the pottery facing the receiving department, and a long row of clay bins for the raw materials are located at each end of the pottery.

From these bins small cars are to be run on T rails to the scales. In each slip house is a row of massive blunger mills, the battery consisting of five double mills and one single mill. The single mill will be used for the reduction of the scrap clay which will be gathered from the clay departments. These mills are nine feet high and the double mills have a capacity of about 5,000 pounds of clay each, giving to each slip house a capacity of washing about 28,000 pounds of clay or fourteen tons of raw materials at once The tanks for these mills are elevated about six feet from the main floor of the slip house, and the rough agitators are in front of them and on a lower level, being about two feet from the main floor. These agitators are built within a brick wall lined with Portland cement and are well hooped.

The agitators are about five feet deep and ten feet in diameter. In front of the agitators are the silk shifters, these being about on a level with the floor. The shifters are run at the rate of about 250 revolutions a minute, making them the most speedy of any pottery in this section of the country. There are only two shifters, but they will be ample to take care of what is equal to eleven blunger mills.

The smooth agitator, which is in the form of a cistern, is in front of the shifters below the floor line, and the contents of both rough agitators flow into this mammoth cistern. The pumps are eight feet in height, being the largest of their kind in use.

The pumps are upright with steel plungers and are outside packed They have sufficient capacity to operate with ease the 72-chamber round-rail filter presses in the slip house. The presses make a cake of clay about 1½ inches thick, which gives to each press a capacity of about 3,000 pounds. Each can be pumped about ten times daily, which is something that no other plant in the world can do

This makes the capacity of each slip house 75 tons daily of ten hours, or a total capacity of 150 tons daily for both presses for ten hours. This means that it would require six large frieght cars to hold the clay and other ingredients used in mixing.

There is a clay cellar to each slip house. In each cellar is a 22 inch barrel pug-mill of the triple-geared type with a capacity sufficient to supply the needs of one end of the plant. By locating the pug mills in the cellar the company has made a new departure in the handling of clay, as it saves time.

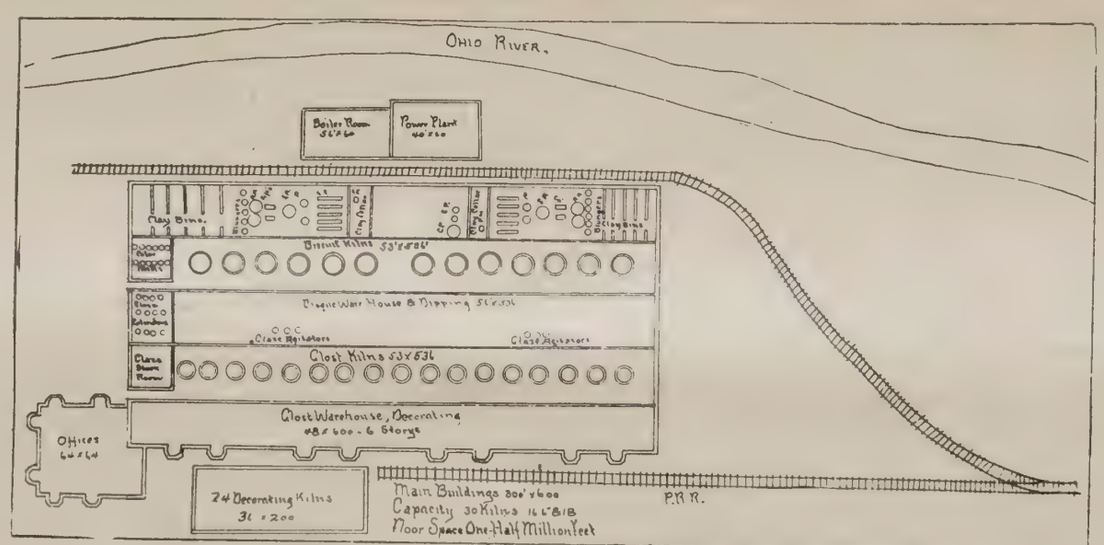
The slip houses and clay cellars are at the extreme side of the plant and take up about 500 of the 600 feet, the length of the pottery. The width of this department is about 80 feet. In the center between the two slip houses are the sagger shops, with a five-foot grog pan and and the two sagger clay pug mills.

South of this department are located the kiln rooms. The bisque kiln department is 53 feet in



THE MAMMOTH POTTERY NOW BEING BUILT AT NEWELL, W. VA.

Three floors are yet to be added, making a five-story structure the entire length. The grounds are to be laid out artistically, in lawns and flower-beds, thus rendering its surroundings, already beautiful, very nearly ideal.



GROUND PLAN OF THE NEW POTTERY.

width and 536 feet long and contains thirteen 18-foot kilns of the Gamble & Surles design. The color room is at the end of the bisque kiln department and measures 50 by 60 feet. There are twelve 4-foot color mills The mill stones are four feet in diameter and each contains two large runner or drag stones. The glaze grinding department is opposite the color room. There are ten cylinder glaze mills divided into rows of five.

Electricity is to be the power in this great pottery. The glaze mills are driven by one counter shaft, but each mill has an individual belt and can be operated independent of the one adjoining.

A chaser mill is similar to a dry pan with the exception that the bed is Esopus stone and the muller of the same material is four foot in diameter. The glaze stock room is in the rear of the grinding room.

The bisque warehouse is 66 feet wide and 536 feet long. The dipping is done in this department, and three glaze agitators are at either end of the room. Here the glaze is kept until drawn into the big tubs. These agitators are of wood, six feet in diameter and are eight feet in height.

The glost kiln shed, which adjoins the bisque warehouse, is 53 feet in width and 536 feet long. It contains seventeen 16.6-feet glost kilns of the Hill & Wallace type. The glost warehouse is south of this department and is 600 feet long by 48 feet wide. It is also six stories in height. The decorating and sample rooms will be in this part of the plant. On the south side of the pottery are eight bay windows which reach from the ground to the top of the building There are twenty-four decorating kilns, one of which is a continuous decorating kiln of the Gamble & Surles patent design.

In the clay shop there will be about twenty-five jiggers with nine and one quarter inch heads, five jiggers with 15½-inch heads, and about six jumbo jiggers. These will be divided into batteries and will be driven by motors.

The equipment for the decorating department will be about the same as that in any other plant with the exception that the latest design in all machinery will be installed The power plant will have a 600 horsepower boiler capacity. This will give the power for the electric plant, which will give heat and light to the pottery and also for the Newell Street Railway Company.

The boiler plant will be 36 by 64 feet and will contain eight 66 inch by 16 foot full arch front tubular boilers The power house will be 40 by 60 feet. Because of the size of the kilns the company has practically a plant with a capacity of 36 kilns.

W E. Wells, secretary treasurer of the Homer Laughlin Pottery Co., and Marcus I. Aarons, of Pittsburgh, are heavily interested in the Newell plant. Benjamin F. Harker, formerly of the Laughlin plant, will be general superintendent, and Joseph Poole, who was with the Knowles, Taylor & Knowles Co for twenty years, will succeed Mr. Harker at the Laughlin Pottery —*Trenton Sunday Advertiser.*

SPECIAL NOTICES.

HELP WANTED.

WANTED—Experienced pottery traveling salesman General lines. No small towns Good position for the right man. Confidential. Apply at once, P O. Box 524, East Liverpool, Ohio.

WANTED—For Canada, a traveling representative to cover the trade thoroughly, either on salary, commission, or combined basis, by manufacturers of a superlative line of table glassware and specialties. Address Box 408, this office.

BUSINESS OPPORTUNITIES.

WANTED—Lines of general table glassware, tumblers, jellies, fruit jars and bottles for Southern California. Ample showrooms in Los Angeles. Address Box 407, this office.

QUAKER CITY CUT GLASS CO.,

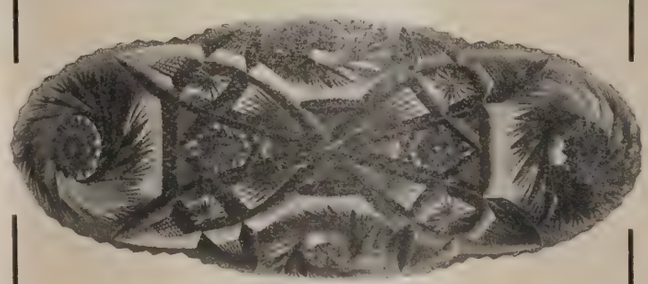
DOWNS & BEAN, SELLING AGENTS,

1035 Market Street, Philadelphia, Pa.

A. A Bean will be at the Bartholdi Hotel, New York, from August 6th to 15th. Call and inspect the line. Many new items.

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equalled. Absolutely the best quality, with low price.

H. C. Fry Glass Co.,

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

A Great Aggregation of

Japanese and Chinese Porcelains

just opened for inspection by

Carlowitz & Co.,

537 and 539 Broadway, New York.

Telephone 1966 Broad.

GREAT VALUES.

THIS line includes some of the prettiest patterns ever shown in Fancy Bishue Porcelain, comprising assorted Vases, Bric-a-Brac and Tableware; also Bronzes, Ivories and other specialties of the countries, in both oriental and occidental designs.

We are offering special drives in Tizans, Satsuma and Moriage Vases, all sizes, for immediate delivery.

A large stock of desirable goods now ready for instant shipment.

Complete lines of Teakwood Furniture.

It will interest you to see our goods. The prices will astonish you.

LIBBEY
CUT GLASS

"A Name to Conjure With"

The salesman's work is almost ended when he shows a piece of cut glass to the customer and says:

"This is Libbey's."

All other makes *are* and *must be* judged by Libbey—no matter how much or how little you pay you can only buy Libbey perfection under the Libbey trade mark.

Customers from Maine to California know and understand this—that is why the Libbey dealer makes his sales with so little trouble.

The Libbey Glass Co.
TOLEDO, OHIO
New York Salesroom, No. 57 Park Place

Libbey
"THE WORLD'S BEST."

LOOKING FOR THE NAME



CROCKERY AND GLASS JOURNAL

NEW YORK, AUGUST 16, 1906.

THE CONDITION OF BUSINESS.

New York. While there are not as many buyers here this week as last, the trade in the uptown and downtown wholesale centers seems to be better. This is explainable, possibly, by the fact that during the progress of the Housefurnishing Exhibition the visitors spent most of their time at Madison Square Garden. They refused, in most cases, to consider the purchase last week of anything save housefurnishings; but beginning with Monday many of them have been active in the crockery, glassware and lamp houses.

Concerning the number of visitors to the Housefurnishing Exhibition, there was some disappointment. But it seems to be the consensus of opinion that skepticism about the success of the enterprise kept many away. It is the pretty general belief that a show next year, elaborated upon as a result of this year's experience, will prove much more successful.

There is a fair movement in lamps and also in portables and glassware for gas and electric purposes. No great rush has yet been instituted, but the call seems to be quite seasonable.

While the salesmen on the road are experiencing good results, they are complaining to some extent about absentees The vacations of buyers are not over in many cities, and this has proven a serious drawback to a number of the travelers. It is, of course, recognized that these buyers must make purchases after their return home. But that will require the salesmen to re-visit points that they would not otherwise be obliged to do so frequently.

From the American potteries comes the inspiring information that trade is brisk. It is much livelier than last fall, and the chances favor the greatest fall campaign in the history of the industry, both in volume of goods and financial returns—prices being maintained in much better style than they were last year.

If any further proof is necessary regarding the record-breaking possibilities of trade this fall, attention might be called to the most recent reports from the West regarding crops. Not only is a prodigious yield of apples announced from that section, but the harvest of grain of all sorts is positively the greatest in the history of the country. Kansas alone will produce a wheat crop of 100,000,000 bushels, which will be 10,000,000 more than last year.

The housefurnishing trade seems to have enjoyed fine results in consequence of the Housefurnishing Exhibition. Many large orders were booked at the Garden.

Dolls and toys are moving with fair activity. This is particularly true of domestic toys.

Trenton. The potteries here have never been in receipt of better business. In fact, it is doubtful if the present results have ever before been reached. The orders are being received principally through the mails, either from the salesmen or direct from the customers. There have so far been few visiting buyers, although those that have arrived invariably left behind good orders.

While there is a brisk call for specialties, the heavier demand is for staples. The latter, too, in most cases are principally of the medium grade and higher. There is proportionately little activity in the movement of the cheaper lines.

In the East the salesmen are complaining that many of the buyers are absent from their departments, either on vacations or in New York for business purposes. This has caused the trade from that section to suffer somewhat, but the South and West as far as the Coast are being heard from in most satisfactory fashion.

Pittsburgh and Vicinity. Trade is showing about the usual conditions for the middle of August. The excessive heat the past week handicapped business generally a little. It sent quite a good many buyers to the country, while those at home were not in a mood to place orders. There is no large buying at the glassware factories, as a rule, in any line. The demands are scattered over almost everything in numerous small orders just to meet the current consumptive trade. With the extended and rapid transportation facilities to almost every part of the country, and with the factories in operation again, orders can be filled so promptly that merchants feel they can replenish quickly, and so continue ordering in small quantities and frequently The aggregate makes a comfortable trade for the factories.

Common tumblers and jellies continue to show considerable pressure, and factories making them are still pushing vigorously on these lines, though they are sold on the basis of little or no profit.

The prospects for a satisfactory fall business in all branches of glassware continue bright.

East Liverpool and Vicinity. Business is moving along smoothly at the potteries. While the majority are not crowded with demands, they have a good line of orders, and these are increasing as the season advances.

Staple dinner continues to comprise the largest part of current orders at the average pottery. The replenishment of the china cupboards for fall use precedes holiday demands, and is now receiving the greater attention, though an increasing interest in specialties and novelties is noticeable.

Visiting buyers were scarce again the past week. The weather favored shady nooks, country scenery and idleness rather than active business. Not only did buyers remains away, but a good many manufacturers and managers sought the summer resorts and seashore with their families. During the week a number of East Liverpool potters and their families went to Atlantic City for a short sojourn.

While an occasional traveling salesman returned from a trip and put in a day or two here toget a new inspiration, they are practically all en route and are acquitting themselves satisfactorily under the conditions.

There are no discouraging features or prospects, and confidence continues unabated for a large and wholesome pottery trade this fall.

Wheeling and Vicinity. Conditions among the pottery and glassware industries in this district continue favorable. Both are now in full regular operation with demands that are caring for production.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g July 25, '06	Corresponding period 1905	Exports Jan. 1 to July 25, '06	Corresponding period 1905
Boston	795	445	4303	3804
New York	649	662	3448	3887
Baltimore	1445	1387	8463	7254
Philadelphia	121	23	790	586
New Orleans	770	336	2403	2380
Newport News	93	98	763	601
San Francisco	97	265	891	585
Portland (Me.)	89	7	508	325
Galveston	95	267	613	551
Portland (Or.)	35	31	653	305
Inland Points	1059	1008	7804	9454
Total	5248	4529	30139	29732

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g July 28, '06	Corresponding period 1905	Exports Jan. 1 to July 28 '06	Corresponding period 1905
New York	175	190	3597	3917
Boston	139	12	4470	3574
Philadelphia	1	5	750	585
Baltimore	40	331	8653	7544
San Francisco	46	50	907	585
New Orleans	305	100	2644	2313
Portland (Me.)	15	....	424	182
Galveston	1	8	594	537
Newport News	187	58	823	670
Portland (Or.)	....	....	704	805
Inland Points	263	173	8143	8969
Total	1172	927	31709	29181



EVEN though there are fewer visiting buyers in town this week than last, the District has suffered little in consequence. A number of those who came here last week and spent most of their time in or about Madison Square Garden are this week making calls downtown. A very fair proportion of other merchants have also been coming into the city since Sunday and are apparently here to buy. Trade has undoubtedly picked up, and although it scarcely deserves to be characterized as lively, the change is noticeable enough to occasion satisfaction.

A change was made on Tuesday in the management of the Salo Art Metal Co's office at 25 West Broadway. J. H. Von Wiederhold, who was placed in charge when the firm determined several months ago to have direct representation here, has been succeeded by Blau Bros Co., Inc. The latter heretofore has shared room 51 on the fifth floor at 25 West Broadway with the Salo concern, but will hereafter be in sole charge of the quarters In addition to the Salo lamps, portables and metal novelties, the display under Blau Bros Co's direction includes cut glass from Skinner & Son and the Keystone Cut Glass Co , comb, brush and mirror sets from the Schimper Co., "Near-bronze" statuary, and plain and mounted plateaux.

French china has just been added to the many and varied lines represented by Fensterer & Ruhe. The negotiations to this end were closed quite recently, when Plainemaison Freres, of Limoges, placed their American interests in the care of the Murray street house Specimens of the ware produced by this factory have already been placed on exhibition by Fensterer & Ruhe. They include dinnerware, fish and game sets, chocolate pots, sugars and creamers, service plates, and a host of other pieces. The character of the decorations with which these articles are clothed is certain to appeal to visitors. They not only represent the very essence of good taste, but likewise contain characteristics not found in competitive lines

Carlowitz & Co. have a wonderful aggregation of Chinese and Japanese porcelains ready for immediate delivery. M. J. Geary recently returned from the far East, having bought all the best things he could find. An invitation is extended to all the trade to view these beautiful goods, whether purchases are made or not. The man who can resist when he sees them, however, has yet to be found. The collection is well worth inspecting, independent of the merchandising proposition.

No larger or more diversified assortment of French china bread and butter plates, sherbet cups and saucers, service plates and morning sets has ever been carried in stock by Endemnan & Churchill than at present. There are also two medium-priced fancy lines, possessing decidedly good decorations, that may be secured from stock. The decorations on all of these lines, as a matter of fact, are in good taste. A new etched design on blown glassware, also procurable in stock, is that of a daisy arranged in Louis XV. style. It is one of the most attractive things of the kind ever shown in glassware.

With the completion of extensive alterations to the ground floor salesroom at 66 West Broadway John H. Ling is now ensconced in most inviting quarters. The side walls and ceiling have been newly papered and an entirely different method has been employed in the placing of samples. In addition to the cut glass lines that he has heretofore carried, Mr. Ling also presents the first installment of J. B. Owens' new art pottery. The Lotus ware is among the latter. It possesses a groundwork that inclines to shaded gray, salmon, green, white and other equally bright colors. Adapted to this surface are handpainted birds, fruits, fishes and flowers. The execution of a marine subject on a jardiniere, in

which the fishes are represented as being under the water, is notably good. A conventionalization of L'Art Nouveau on another line, in which the designs are principally in gray and white, and somewhat of a poster character, is equally deserving of commendation.

A kitchen cabinet is a recent annexation to the product of the A. Radford Pottery Co. It is constructed of oak and includes three shelves for the accommodation of the sixteen pieces of ware which oompose the set. The upper shelf is occupied by six spice jars. On the second are two large and two medium-sized cereal jars, together with a receptacle for salt, while on the lower shelf are three sizes in jugs and two other cereal jars. The ware is dressed in a red floral decoration that is quite attractive.

L. Reusche & Co's new illustrated catalogue and price list is neatly and intelligently designed. There are sixty-four pages devoted to illustrations, prices and other facts in connection with the colors and materials for china and glass decoration, glass stainers' colors, chemicals and oxides for potters and glassmakers, etc , which they import and manufacture.

L. Straus Sons are ready now with complete lines of new goods in all the different departments. The immense display which they make appeals to every buyer in the land, and none should miss seeing what they have.

A matt finish green provides a most effective color raiment for a new series of jardinieres, pedestals and umbrella stands from S A. Weller. The surface is not solidly green, but possesses a sort of crystalline appearance that is conspicuous without detracting in the slightest degree from the warmth and richness of its grass-like color. Some pieces are devoid of embossment, but others have frog, leaf and floral designs in fairly strong relief that are mighty attractive. These jardinieres are either handled or unhandled, and the same preference may be made with regard to footed and unfooted pieces. In the same line is a jardiniere with a conventionalized panel design that a written description is not capable of doing justice to.

TEACH CLERKS BUSINESS METHODS.

YOU can't teach an old dog to do new tricks, but you can make some of the young clerks in your employ of great value to you in your business by teaching them business methods. Most clerks just entering upon their duties are simply allowed to grow up in the business, with no one to instruct them but their fellow clerks. In such a school, and with such teachers, can you expect to find competent salesmen and saleswomen? Are they ever likely to develop into such?

Still, we are told that throughout the country merchants are calling for good, reliable help. Where does the fault lie? With the help or with the merchant? The merchant is neglecting his business who takes no interest in the people in whose hands he places the best part of it.—*Dry Goods Economist.*

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

L F Smith, with L S Ayres & Co, hf, Indianapolis.
F Knoedler, with Root D G Co, c, Terra Haute, Ind.
S E Price, with The Fair, hf, Cincinnati.
Miss A Mulcahy, with Boston Store, s, Chicago. Wellington.
G A Reidpath, with R H White & Co, s, Boston. Imperial.
G H Williams, with Graves China Co, c, St Louis.
J P Reed, with W M Whitney & Co, hf. Albany. Park Ave.
F A Tallman, with Clark Bros, hf, Scranton, Pa. Earlington
W W Frederick, with Stewart & Co, s, Baltimore. York.
M Morehouse, of Bowland, Morehouse & Martens Co, c, Columbus, O. Broztell.
S V E Bippus, with J Long's Sons, t, Scranton, Pa. Woodstock.
J C Gardiner, with Carson, Pirie, Scott & Co, s, Chicago.
Mr Krause, with Shartenburg & Robinson, c, Pawtucket, R I.
F Theodore Petri, of Kinsel & Petri, c, Columbus, Ga
Mr Dunn, of Addison & Dunn, c, Baltimore.
Miss A Altmeier, with Bowland, Kleinhauser & Martins Co, s, Columbus, O. Broztell.
E C Beltz, with Hillman's, hf, Chicago Cadillac.
A R Willauer, with W Laubach & Son, hf, Easton, Pa. Grand.
M J Davis, with Alins & Doepke Co, hf, Cincinnati. St Denis.
W Colman, with M Goldenberg, hf, Washington. Cumberland.
J J McCarthy, with Eclipse Merc Co, hf, Indianapolis. Murray Hill.
J Willard Hayden, Jr, with Henry Siegel Co, t, Boston. Holland.
C E Johnston, with Geo W McKelvey & Co, hf, Youngstown, O. Herald Square.
G A Dahlgren, with Rothschild & Co, hf, Chicago. Wellington.
R J Calm, with Dives, Pomeroy & Stewart, hf, Reading, Pa.
E Bonnet, with D H Holmes Co, t, New Orleans. Earlington.
G Y Smith, hf, Forth Worth, Texas. St Denis
Miss A Hill, with Hillmans, s, Chicago.
Geo Richards Co, c, Dover, N J.
C H Rowe Co, c, Pittsburgh, Pa.
Harrison & Dalley, c, Nyack, N. Y.
Willard J Kelly, c, Janesville, Wis.
H Kalish, with Boston Store, hf, Chicago. Grand.
Geo A Robbins, with John Gerber Co, c, Memphis, Tenn.

Lillienthal Crockery Co, c, Atlanta, Ga.
Bowen & Simpson, c, Winchester, Ky.
B M Dearstyne, with Jno S Meyers Co, c, Albany. Herald Square.
H J Todd, with Rothschild & Co, c, Chicago.
T D Mitchell, of Mitchell, Bake & Co, c, Lexington, Ky. Grand.
A G Roerabaugh, of Roerabaugh Dry Goods Co, c, Wichita, Kan. Wellington.
H R Wyant, with H R Rose Mercantile Co, c, Carthage, Mo. Westminster.
H M Hollander, with Henry Siegel Co, hf, Boston. Woodstock
L Stewart, of D J Stewart & Co, c, Rockford, Ill. Park Ave.
B S Kaufman, of Kaufman & Co, c, Colorado Springs. Imperial,
Geo B French Co, c, Portsmouth, N H.
H T Whaler, c, Miami, Fla.
Lee, Howard & Barber Co, c, Derby, Conn.
The Boston Store, c, Glens Falls, N Y.
B M Joseph, with Raphael Weill & Co, c, San Francisco.
Hale Bros, Inc, c, San Francisco.
J C Schofield, Port Chester, N. Y.
L Carr, Granville, N Y.
Stewart Bros, Shelton, Conn.
Mr Moore, with Georgia Trading Co, Buena Vista, Ga.
Frank E Fenner, Waterbury, Conn.
A Katz, of Katz & Goldsmith, c, Braddcck ,Pa. Wellington.
L S Fox, of Fox & Cohen, c, Houston, Texas. Gerard.
H N Fuhrman, with A S & T Hunter, c, Utica, N Y. Grand.
S J Nealis, with Gamble, Desmond Co, c, New Haven, Conn. Grand.
R L Hudson, with E S Brown Co, c, Fall River, Mass. Navarre.
F J Stanley, with Porteous & Mitchell, Norwich, Conn. New Amsterdam.

SALESMANSHIP VS. ORDER-TAKING.

"WHEN I first started on the road," remarked the veteran salesman, "I couldn't box the business compass for a single point. I had something to sell and I was bound to sell it; but my views of salesman ship were extremely hazy. In fact, I sold goods for a long time before I learned the most important principle of a successful sale.

"In those early days every order filled my heart with thankfulness, and I let the customer know that he had made me a happy man. I looked upon it as a distinct favor, and I would say so. When I said 'Good-by!' I left him feeling that I was indebted to him for the favor.

"The result was that every dealer in my territory took advantage of my foolishness and lost no opportunity to assure me that their personal regard for me and their wish to see me succeed were the only reasons for giving me their trade; for they could get better bargains from some other house. Then the 'cheapening' would begin, and (knowing they were my friends) I would pare prices to the quick. I had a wide acquaintance in those days, and sold more goods than any other man in the company's employ

"One day in December I received a notice from the office that the senior partner wanted to see me at once. My heart gave a great leap, and I saw visions of a largely-increased salary in view of highly satisisfactory services, etc , etc.

"I reached the city the day after Christmas and entered the office with the air of a conquering hero. Fifteen minutes later the head of the house was handing me a Christmas present in the shape of a call-down that paralysed my whole anatomy and stopped heart action Things began to go zigzag before my eyes and my hearing got jagged around the edges; but at times I would recover sufficiently to hear such remarks as; 'We won't stand for such nonsense,' 'Any fool can give away goods,' 'Every order you send in hurts our business,' 'You think we are in business for our health, don't you?' Where do you suppose we get the money to pay your salary and expenses?' 'You're no salesman—nothing but a donation clerk!' 'Can't you get it through your head that it is a crime to send in an order that shows no profit to the house?' 'Good goods can always be sold at a profit'—oh, how he did pour it into me, grape, canister and shell!

"I never did remember all he said, and don't know how I got out of the office; but when I came to I was at the hotel looking like a Russian wreck on the beach of Port Arthur.

"A week later I started out again—a sad but much wiser, man. I can laugh now as I think of that round-up; but it was no laughing matter then. I had learned, however, in that one terrible week in the city that a real salesman is the one who confers the favor in making a sale, and the customer is the beneficiary: also that salesmanship consists in selling goods upon merit and at a profit.

"I never forgot the lesson, and although I had a rocky road to travel during the succeeding year, I won out. Did my sales fall off? Well, I should say they did, and every one I lost nearly broke my heart; but I stuck, and at the end of the year the senior congratulated me."—*Salesmanship.*

A JEWEL OF AN OFFICE BOY.

THE following story is told of a man who has become a most successful merchant. In his youth he was employed as an office boy and messenger for a large firm. He was sent to collect an account from a firm which was considered very "shaky," and was told to get the money at all hazards The debtors gave the lad a check for $250. He went to the bank at once to cash it, and was told by the cashier that there were not enough funds in to meet it.

"How much short?" asked the lad.

"Seven dollars!" was the answer.

It lacked but a minute or two of the time for the bank to close. The boy felt in his pockets and took out $7, and, pushing it through the window, said:

"Put that to the credit of Blank & Co."

The cashier did so, whereupon the boy presented the check and got the money.

Blank & Co. failed the next day.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Kepresenting the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

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ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, AUGUST 16, 1906.

WAR ON PREMIUM SCHEMES.

AT recent conventions of New York State and Minnesota merchants war on premium schemes was officially declared. The New York State opposition to the practice developed at the conference in Olean of the Retail Grocers' Association. On that occasion a strong resolution was passed denouncing the giving of premiums, coupons, trading stamps, and all gift schemes of every character in the selling of goods, and urging the members of both local and State associations to report those firms which sell their goods on merit only. The inauguration of the Minnesota warfare occurred in connection with the annual convention of the Minnesota Furniture Association in St. Paul. No definite plan of campaign was adopted, but nearly all of the papers presented had some bearing on the antagonism to catalogue houses and firms operating premium schemes.

This hostility to a dangerous commercial foe has been exhibited by merchants all over the country during the past year or more. But not until the two conventions alluded to has the agitation assumed any very tangible form. It is likely now that other mercantile associations, encouraged by the determined attitude thus shown, will follow suit.

That the sentiment against these premium schemes is growing there can be no doubt. It has gathered strength with particular rapidity of late, and must eventually accomplish the desired result. The consumers who have been induced to believe that the premium schemes enable them to obtain something for nothing must be educated to understand the positive absurdity of the idea No one is better positioned to impart this instruction than the individual merchants. But there must be a unity of effort if the plan is to succeed, and this coalition of interests can be brought about in no better way than through the local merchants' association.

It is probable, and quite natural, that the women shoppers accustomed to the accumulation of trading stamps would at first object most vigorously to any plan designed to prevent their continuance. But the liberal use of printer's ink in the newspapers of each city and town affected would enable the merchants to soon convince their patrons of the fallacy of the theory that they are paying nothing for the articles that they secure in exchange for stamps and coupons. The fact might be pointed out in the newspaper "ads" that the merchandise which is "given" to the stamp-collectors is required to undergo the same process of manufacture and ornamentation as goods marketed in a more legitimate manner. This means, in other words, that artists and artisans have to be paid for the production of the wares It means, too, that the employers of these workmen must receive compensation enough to not only defray the expenses of operating their plants, but also to yield a reasonable interest on their investments. It further means that the trading stamp companies are not engaged in business as public benefactors, but are operating solely because it brings them in satisfactory profits. Now, if these "presents" must be paid for quite the same as legitimately-marketed goods, the shoppers might be asked, how does it happen that they secure them for nothing? Someone, surely, must pay for them in some manner or other.

If an argument of this kind is properly placed before the attention of the shoppers the insane desire to buy only where stamps are given away is likely to be tempered. The average woman purchaser is keen enough to understand that no one can afford to give away something for nothing, although it sometimes requires the presentation of very convincing facts to thoroughly impress her. This opportunity is at the very elbow of the merchants, and, in view of the commendable action of the New York and Minnesota business men, now is the time to take advantage of it.

MORE ROOM FOR IMPORTS.

AT its next session Congress will probably be asked to provide an additional building for the customs examination of imported merchandise at the Port of New York. Notwithstanding the fact that the present appraiser's warehouse, at Washington and Christopher streets, was erected only eight years ago at a total expense approximating $8,000,000, the building has become entirely inadequate to handle the volume of business now being transacted. The existing structure is ten stories high, covers an entire city block, and contains more than 600,000 square feet. When

completed in 1898 it was considered by many as al together too large for the business of the port. Although July and August are dull months for imports, constant blockades are occurring on the several floors of the Federal Building and much apprehension is expressed by the executive officers of customs lest a serious situation is developed in the fall, when the imports are at flood tide.

PERSONAL.

USUALLY, when O. H. Brown comes up from Spring Lake, N. J., it is for the purpose of making china and housefurnishing purchases. But his visit on Wednesday of this week was prompted by an entirely different motive. At the head of a delegation of indignant citizens from along the Jersey coast he called upon Acting Mayor Magowan with a grievance to unbosom in the form of a protest against the prevailing practice of dumping New York's garbage into the bay. This is subsequently washed, argued Mr. Brown, upon the Jersey beaches, and threatens to seriously injure the popularity of not only Spring Lake, but other coast resorts. The trade's sympathy goes out to Senator Brown—for he is a member of Jersey's legislative body. Any man who has been obliged to combat a home product like the mosquito should be spared the invasion of such a pernicious foreign foe as garbage from this municipality.

⚜

Geo. A. Robbins is in town making his initial purchases for the new china department that is about to be opened in Memphis, Tenn., by the John Gerber Co.

⚜

Frank C. Boyland will not assume the management of the china department in the new El Imperio store, Los Angeles, Cal., as was announced, being unable to come to terms with the concern on the salary question. Rumor now links Mr. Boyland's name with the management of an even more prominent department on the Coast. It is understood, however, that the deal is yet pending.

⚜

Jas. M. Stewart has been engaged to assist John H. Ling in the management of the latter's new salesrooms at 66 West Broadway. Mr. Stewart was in charge of the J. B Owens Pottery Co's New York interests until the recent changes in that firm.

⚜

Two gentlemen who formerly managed crockery departments in Greater New York are identified with the Continental Art Glass and Brass Co., which recently established a factory at 116-118 Wooster street, this city. They are Jacob Hartman and J. B. Bruenn. The first-named was for many years the buyer for Ludwig, Baumann & Co., while Bruenn was more recently in charge of the H. W. Schreiber Co's department in Brooklyn. The third member of the Continental's firm is S Siegel, who previously operated an art glass factory of his own. Mr. Hartman is traveling through the Middle West for the concern, and Mr. Bruenn has the local and nearby trade under his care.

⚜

C. B. Roe, vice-president of the Fostoria Glass Co., was a recent New York visitor.

⚜

Harry Barth, of L. Barth & Son, accompanied by his wife, has returned from a pleasure trip along the Canadian border line. On the way home they visited friends in Chicago.

⚜

John Holbrook has tendered his resignation as factory manager of the Haskins Glass Co., Martin's Ferry, O.

⚜

Messrs. Lang are in charge of the display at the Monongahela House, Pittsburgh, of Kinney & Levan, the Cleveland, O., importers and jobbers.

⚜

Geo. H. Bowman, of the Geo. H. Bowman Co., arrived here from Cleveland on Monday. He is to sail in a few days for Europe to make his annual selections on the other side.

⚜

John H. Hohman, of Fensterer & Ruhe, leaves next week for a Western ramble that is likely to engross his attention for a couple of months.

⚜

Wm. Scammel, with the Maddock Pottery Co., has opened a road tour that is to include visits to the Southern and Western trade.

⚜

M. O. Doering sailed on the steamer Kaiserin Augusta Victoria, Wednesday, for his annual visit to the Ahrenfeldt factories in Europe Mrs. Doering goes with him.

⚜

For the next ten days Jas. A. Milligan, who books orders for J. D. Dithridge, will sniff the invigorating atmosphere of the White Mountains.

⚜

W. H. Weddle, of W. B Weddle & Son, has gone to Atlantic City with the idea of making a two weeks' stay there. He left here last Saturday.

⚜

Daniel H. Stoehr is at his Chicago office after a month's selling expedition as far west as the Coast.

⚜

Harry Herber takes charge of a new Japanese porcelain department about to be opened by Ignaz Straus & Co. at 684 Broadway, with an office in

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Kobe, Japan. They will do a strictly import business and expect to open September 1.

Geo. S. Brush, secretary of the J. B Owens Pottery Co., has been a New York visitor for several days.

John Rice has become superintendent of the A. Radford Pottery Co., Clarksburg, W. Va. Mr. Rice occupied a similar position with the Brighton pottery, Zanesville, O., for a number of years.

S. R Clarke has been selected as F. H. Davis's successor in the selection of crockery, glassware and lamps for the Sperry & Hutchinson Co.

AFTER THE ALTMAN STORE?

IT was reported early in the week that the old Altman store, on the west side of Sixth avenue, between Eighteenth and Nineteenth streets, has been leased to a Rochester firm. Joseph B. Greenhut, one of the owners of the property, denies that the property has been leased. Thomas H. McInnery, of Rochester, who is interested in a company which is building a big department store in Rochester, is in this city for the purpose, it is understood, of securing the Altman store for his company.

CALIFORNIA AS A POTTERY CENTRE.

IN a little old house on the wind-blown slopes of Twin Peaks works an old man with a set purpose. Lonely, unrich, intrepid, dauntless, hoping and longing still, he labors on in his self-appointed mission. Years ago, away back in 1874, William Alexander Robertson, descendant of a family which, for four generations, had wrought the earth clays into beautiful ductile shapes, went to Calfornia to find what could be created from California clays. He found that every county in the State possessed vast clay deposits, the richness and possibilities of which electrified the dreaming potter, and caused him to thrill with a divine prophecy. That prophecy was that California would one day take rank with the Old World in her production of masterpieces of the potter's art. That prophecy the old potter has labored faithfully, steadfastly to fulfill. For this purposa he has toiled thirty years. In his little house below Twin Peaks he is toiling still. Some day connoisseurs will vie with each other for the bits of ceramic ware which now stand unheeded upon the dusty shelves of that little factory. Some day another Staffordshire will rise above the California sands and clays of which Robertson alone now knows the worth.

It was the middle of the eighteenth century when Sevres kaolin was discovered in France. The discovery made the region enormously rich and created new industrial enterprises in the country. Yet in Humboldt county, Cal., there is a deposit of clay which the flexible fingers of the old Chelsea potter handle as lovingly as did even the supple hands of Mme. Darnet, by whom the famous French clay was discovered. The world-renowned earths of Europe and the unknown clay of Humboldt county may, at no far distant day, be classed in one and the same category.

"Should it stand the test, do you know what it would mean for California?" cries the old potter, his eyes lit by enthusiastic fire "Think what the Sevres did for France."

And in Monterey there is an earth so fine that it can be used just as it is dug without mixing or coloring. Under the cunning fingers of the potter enthusiast it turns to rounding bowls, curving, low-handled kraters and slender-necked amphoras which might well be mistaken for the long buried Pompettan reds, or the perfect beauty of olden jars and vessels brought to light from the depths of European tombs.

"In California lies the future Staffordshire of the world," insists the old Chelsea potter. "There has long been a rivalry between Trenton, N. J., and East Liverpool, O., as to which of them is destined to be comethe Staffordshire of America. But I know that the future Staffordshire will not be far from San Francisco. Trenton and East Liverpool depend for their clays upon Florida and North Carolina. There are $40,000,000 ivnested there, but money cannot compete with the natural advantages of California."

The chief spirit of the little art pottery of Trent avenue is no longer young. His hair is gray and his face is wrinkled by the trials and uncertainties of one who has gone before, sowing that others might reap. When the sun struggles through the dust-laden panes it falls upon a bewildering display of Roblin ware, ranging from exquisite Greek ewers to wonderful Etruscan lamps—palest cream, glowing reds and soft-hued terra cottas, intermingled with rich colored glazes of every tone.

The equipments of the little hill pottery are of the most primitive character. A whirling disk, kept in motion by a simple tread, such as has been known to the world since the dawn of history; a potter's lathe and a small kiln for firing, over which the bent figure has watched more than once from midnight until gray morning stole through the narrow panes—these are all; but over them he sits like some craftsman of mythical ages, working, always working with the same elemental tools with which the Egyptian workmen wrought their marvels on the banks of the Nile.

Thirty years of labor, of unremitting quest for clays that will not shrink and that will be able to stand the glaze; thirty years of devotion to California's art future; thirty years of courage, of hope, of faith in his own beliefs—William Alexander Robertson has everything but money. Lacking it, he can only bequeath to the people of the city among whose hills he has dwelt so long his trnst that at some future day factories may arise, the wheels of a hundred pot-

ters may turn, and that an art which has lived and endured for centuries may find its rightful home near the city where he lives and toils by the shores of the Western sea.—*San Francisco Chronicle.*

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending August 14, 1906.

ANTWERP

330 packages glassware.....B Gunthel
60 " " ..... J M Shaw & Co
10 " " .....Fensterer & Ruhe
160 " " .....Miscellaneous Orders
15 " chinaware.....A G Moment
8 " " .....C E Wheelock & Co
119 " earthenware.....Geo Borgfeldt & Co
7 " " .....Bawo & Dotter
201 " " ..... G F Bassett & Co
1 " " ..... Hamburger & Co
1 " " .....Fenesterer & Ruhe
19 " " .....Koscherak Bros
18 " " .....L Straus & Sons
44 " " .....Strobel & Wilken Co
242 " " .....Miscellaneous Orders
21 " toys.....L H Mace & Co
66 " " .....Geo Borgfeldt & Co
65 " " .....B Illfelder & Co
7 " " .....Hamburger & Co
1 " " .....R H Macy & Co
121 " " .....C B Rouss
4 " " .....Samstag & Hilder Bros
59 " " .....Strobel & Wilken Co
21 " " .....Miscellaneous Orders

HAMBURG

115 packages glassware..... L Straus & Sons
97 " " .....Geo Borgfeldt & Co
20 " " ..... F Bing & Co
5 " " .....L D Bloch & Co
15 " " .....Bawo & Dotter
23 " " .....G F Bassett & Co
83 " " ..... Fensterer & Ruhe
15 " " .....O Goetz
19 " " ..... Koscherak Bros
335 " " .....W R Noe
53 " " .....J Wygand & Co
37 " " .....Strobel & Wilken Co
113 " " .....Miscellaneous Orders
108 " earthenware.....Bawo & Dotter
69 " " ..... Geo Borgfeldt & Co
16 " " .....L D Bloch & Co
4 " " .....B Illfelder & Co
75 " " .....Strobel & Wilken Co
112 " " .....Miscellaneous Orders
83 " chinaware.....L Straus & Sons
17 " " .....C Ahrenfeldt & Son
35 " " .....C E Wheelock & Co
172 " toys.....B Illfelder
35 " " .....Hamburger & Co
45 " " .....Geo Borgfeldt & Co
131 " " .....Strobel & Wilken Co
116 " " .....Miscellaneous Orders
6 " harmonicas..... Strobel & Wilken Co

CHRISTIANA

372 packages glassware .....Geo Borgfeldt & Co
102 " " .....Fensterer & Ruhe
387 " earthenware.....Geo Borgfeldt & Co
3 " " .....Ed Butler, jr

BORDEAUX

14 packages chinaware .....Endemann & Churchill
33 " " .....L D Bloch & Co
284 " " .....Haviland & Co

LIVERPOOL

14 packages chinaware.....Bawo & Dotter
37 " " .....C Ahrenfeldt & Son
55 " " .....F P Abbot
9 " " .....L D Bloch & Co
29 " " .....Endemann & Churchill
228 " " .....Haviland & Co
8 " " .....Ceramic Importing Co
5 " " .....Miscellaneous Orders
3 " earthenware.....The Rowland & Marsellus Co
52 " " .....Bawo & Dotter
30 " " .....Geo Borgfeldt & Co
49 " " .....J Davison
11 " " .....R Slimmon & Co
13 " " .....Strobel & Wilken Co
14 " " .....Miscellaneous Orders
4 " glassware.....J Davison
3 " " .....Meakin & Ridgway
4 " " .....Strobel & Wilken Co
8 " " ..... G F Bassett & Co
24 " " .....E Boote
9 " " .....Meakin & Ridgway
14 " " .....Maddock & Miller
3 " " ..... L Straus & Sons
4 " " .....Miscellaneous Orders
16 " toys.....Strobel & Wilken Co

BREMEN

18 packages glassware..... L Straus & Sons
8 " " .....Samstag & Hilder Bros
48 " " .....Miscellaneous Orders
12 " chinaware.....C E Wheelock Co
61 " earthenware.....Geo Borgfeldt & Co
22 " " .....Knauth, Nachod & Kuhne
29 " " .....L Straus & Sons
26 " " .....N Wapler
144 " " .....Strobel & Wilken Co
17 " " .....Miscellaneous Orders
67 " toys.....Geo Borgfeldt & Co
32 " " .....Hamburger & Co
210 " " ..... Strobel & Wilken Co
102 " " ..... Miscellaneous Orders

LIMOGES

456 packages chinaware.....W L Briggs

HULL

82 packages chinaware.....C Ahrenfeldt & Son

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

9 packages earthenware..... Jones, McDuffee & Stratton Co
3 " " .....Reichner Bros
1 " " ..... Hobbs, Warren & Co
7 " " ..... Richard Briggs Co
4 " " .....Miscellaneous Orders

ANTWERP

7 packages earthenware.....Jones, McDuffee & Stratton Co
5 " " ..... American Express Co
30 " " .....Stone & Downer
233 " " ..... Geo Borgfeldt & Co
89 " " ..... Miscellaneous Orders
3 " chinaware .....C E Wheelock & Co

HAMBURG

7 packages chinaware..... C E Wheelock & Co

LONDON

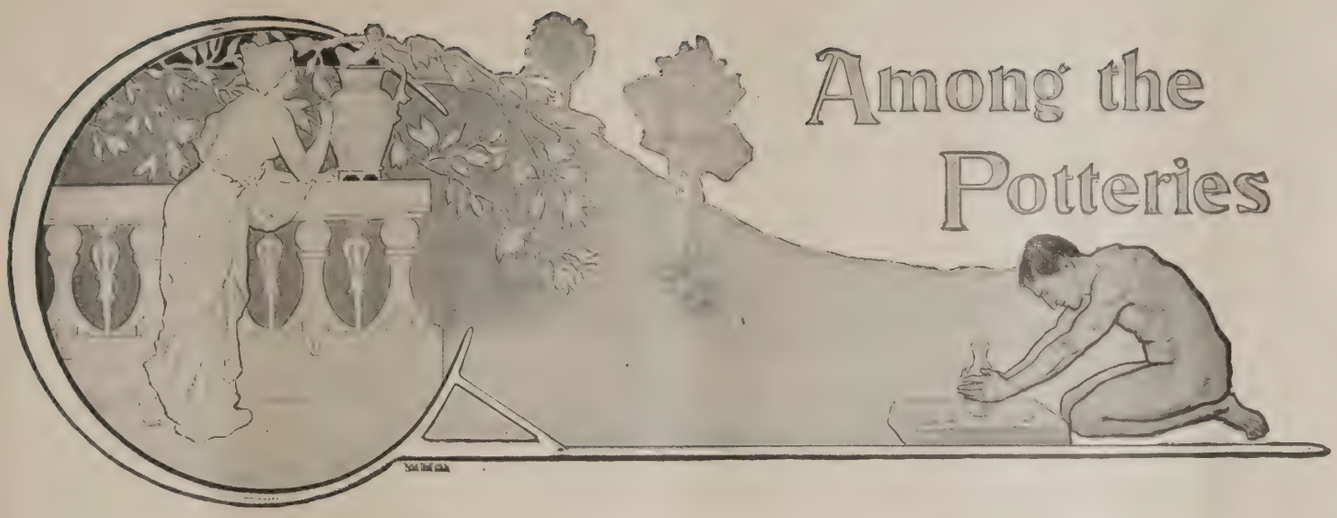
10 packages earthenware..... American Express Co
2 " " .....P Carbone

NAPLES

60 packages earthenware .....Miscellaneous Orders

MANCHESTER

40 packages earthenware .....Downing's American Despatch



East Liverpool and Vicinity.

Manufacturing at the Western potteries is in a wholesome condition. Generally trade demands are keeping their capacities regularly employed without crowding, and they are doing the best work in their history. The majority seem to be alive to the fact that quality is now the great factor of success in the regular trade, and good potting economically done is the only way to reasonable and permanent success. The margins on staple pottery are close. The American potters, however, have now got the larger portion of the earthenware trade within their grasp. They can maintain it by good work and reasonable enterprise.

*

The F. M. Kirby Co., Wilkesbarre, Pa., was represented in East Liverpool the past week by Mr. Newberry, who placed quite liberal orders for their various stores, and represented business conditions as flattering for an immense fall trade.

* *

Good reports are given at the Dresden Pottery Works. Their order-files are large, and since placing the majority of their biscuit kilns on coal their fullest capacity is being attained. President H. A. McNicol and family, and the family of L. A. McNicol are now taking a sojourn of a week or so at Atlantic City. Thos. H. McNicol has returned from Crooksville and resumed his old position as manufacturer at the Dresden.

* *

The Taylor, Smith & Taylor pottery, under the new regime shows great activity. Every department is running full and they have already booked sufficient orders for two months' business. They shipped their first full carload Tuesday. Beyond a short trip by Col. Rhodes, they have had no salesmen out yet. Col. Rhodes will set out next week on a visit to a number of important towns. They propose making only the very highest grade of semi-vitreous porcelain and catering to the best trade in the country. They are showing some new shapes in the clay that possess superior merit in important points. Under Col. Rhodes' inspiration the trade may expect to see some new lines of unusual gracefulness and practical utility. This ideal nine-kiln plant, manned in every department with the best skill, and using nothing but the highest grade of material, should make a strong impression on the trade for the coming year.

* *

Business at the Cartwright Bros. Co. is showing satisfactory activity. They are operating regularly and shipping their usual amount for the middle of August. They are prepared to meet their patrons' demands with a line of semi-granite unexcelled in their history.

* *

The D. E. McNicol Pottery Co. report full output at their two plants, and a demand fairly consuming it. Their semi-porcelain and white granite plant is turning out an excellent quality of ware. Their semi-granite was never superior, and their new line of fall decorations are of a high order. Mr. Deens, who has been at home the past week since his return from an Eastern trip, set out again this week on a Western tour.

*

Trenton.

Some embarrassment is being experienced by certain local potteries because of a shortage in the supply of packers, dippers and kilnmen. The recent illness of the dipper employed at the International plant, and the inability of the concern to engage a substitute, compelled a shutdown of three days. The Cook Pottery Co., Mercer and Anchor potteries have also been bothered lately by insufficient help in this and other departments. A reason advanced for the present predicament is that many Trenton potters identified with these branches have been attracted to Buffalo and numerous Western pottery centers in recent years. With this loss of desirable workmen the Trenton plants have continued to acquire increasing patronage, and naturally now find themselves somewhat inconvenienced It is understood that the National Brotherhood of Operative Potters will be appealed to by the manufacturers to permit the employment of more apprentices to the branches of the trade in

question. In this manner it is hoped to overcome the difficulty.

* *

Philadelphia newspapers, in their advocacy of the Jamestown Exposition which is to be held at Hampton Roads, Va , next year, are urging the Trenton pottery manufacturers and other industrial firms here to prepare exhibits for that occasion. Whether the potters will act upon the suggestion or not is somewhat indefinite. No steps have so far been taken, but there seems to be a disposition among some of them to contribute to the success of the affair in this manner if the movement is made general.

* *

A new underglaze pattern has just been introduced by the Mercer Pottery Co. that promises to become a warm favorite. It combines the characteristics of the scroll, bead and floral, which are intermingled in such a manner that a most attractive effect is secured. The pattern is applied in three colors—gray, green and blue.

* *

A permit has been granted by the Maddock Pottery Co. for the erection of a two-story addition to its kiln sheds. The cost will be $300.

Beaver Falls, Pa. Manufacturing is moving successfully at the Mayer Pottery here They are devoting their attention largely to their excellent and popular line of underglaze dinner. While trade is fairly normal with them, they are not trying to meet a good deal of business offered at margins too close to realize a decent profit for well-potted goods. Their competition on underglaze dinner is chiefly with the English importations; and that they are holding their own on the close prices and excellent productions of this class of goods shows the meritorious character of their wares.

Columbus, O. The Chaseland Pottery Co. has contracted for the erection of two double-decker decorating kilns, and the work of construction will begin shortly.

Wheeling. The Wheeling Potteries Co. continue operating full and have a demand for their numerous and attractive lines that allows no accumulation of stock. They were never so busy in August as at the present time. They certainly never had so many genuine attractions of such wide variety, nor so many lines of popular dinner patterns.

* *

The situation at the Warwick China Co. is reported fully satisfactory this month. Movement in both dinner and their deservedly popular specialties continues to the full capacity of their pottery.

BUSINESS BRIEFS.

A charter has been issued to the Bellingham, Wash., Glass Co , which has $100,000 capital.

Miller & Co , Chattanooga, Tenn, are about to open a china and housefurnishing department.

E. A. Mackay is backing the Bellingham, Wash., Glass Co , for which a factory is about to be built.

The new two-story glass-cutting factory of J. Hoare & Co., Corning, N Y., is nearing completion.

The Ettinger Non-Refillable Bottle Co , Little Rock, Ark., has been incorporated with $30,000 capital.

With $25,000 capital, the Weaver Glass and Queensware Co., Springfield, Mo., has been incorporated.

The Smith-Martin Furniture Co , Columbus, Ga , are about to add crockery and glass to their lines and want catalogues and price lists.

Incorporation articles have been filed by the Pellarin, Borth Co., this city, manufacturers of mosaic glass, etc. Capital, $10,000.

It has been found necessary by the Wayne Cut Glass Co., Honesdale, Pa., to arrange for the erection of an additional shop 50 x 150 feet.

Articles of incorporation have been filed by the Frankfort Modes Glass Works, Frankfort, Ky., makers of bottles and other glassware. Capital, $50,000.

The John G. Meyers Co., Albany, N. Y., will probably take possession of its new store, located on the site of the one destroyed some time ago, about October 1.

Perth Amboy, N. J., is making a vigorous effort to secure the plant of the German Pottery Co., which bought property some months ago in Poughkeepsie, N. Y., with the idea of building there.

With $50,000 capital, the Brass Specialties Co., this city, has been chartered to manufacture lamps, candle-holders, shades, etc. Incorporators : W D. Wadhams, R. W. White, A. W. Putnam, H. N. Wessel and M. L. Bishop, all of New York City.

An execution for $602 was issued this week against Gustav Cohn, dealer in incandescent gas lamps, at 116 Nassau street, this city, in favor of the Nassau Bank on a note. When the sheriff went to make a levy he found the office closed. Mr. Cohn used the style of the Excelsior Incandescent Light Co., and in the trade it is said that he sold out two weeks ago and went to Philadelphia.



Pittsburgh and Vicinity.

The glassware factories are now all in regular operation and manufacing is moving along smoothly. The excessive heat for some days the past week made work quite oppressive, but few prostrations have been announced. The slight change in weather gives the usual working conditions for the middle of this month, and the regular output is now being comfortably produced.

The new patterns for 1907 are now under consideration, and it is generally reported that the usual number of new lines have been designed and are in the mold makers' hands, with more or less pieces already completed. Glimpses of a few of them indicate the tendency to figured patterns, with wide panels of clear glass, and a continuation of styles on the colonial order. Practically every manufacturer is putting forth his best efforts to produce pure, brilliant metal. The tendency also seems to be toward shorter lines—the sales from year to year denoting that the average buyer usually desires only a limited number of pieces.

Wheeling and Vicinity

The glass factories in this section are fully holding their own, and are doing a normal business for the season. All are in regular operation and have good prospects.

Mt. Pleasant, Pa.

Bryce Bros. Co. find the transfer of their general offices from Pittsburg to their factory at Mt. Pleasant, Pa., to have been very satisfactory. While it was made in the interest of economy and efficiency in business, a residence in Mt. Pleasant has greatly promoted the health of A. H. Bryce, which had become quite infirm. Business has been very successful with them and they entered on their new fire this summer under the most favorable circumstances. They are now in the best shape possible to care for their patrons' wants in fine blown goods. Their immense line of delicate, dainty stemware is larger than ever, and they are also continually adding new designs to their excellent line of cut glassware.

Jeannette, Pa.

Good reports are given at the McKee-Jeannette Glass Works here. They are now operating their full capacity regularly, and find trade satisfactorily caring for their output. Their "Prescut" glass has achieved an excellent reputation. They are catering only to the large trade. They have under consideration and will place two new patterns on the market for 1907.

David Carle, the well known manufacturing manager of the old McKee plant, is now enjoying himself as Burgess of Jeannette, having retired from glass manufacturing. He is reported to be a popular executive officer and holds the lid down tightly.

GLASSWARE IN EGYPT.

THE Bulletin of the French Chamber of Commerce at Alexandria, Egypt, reports a rapid increase in the imports into that country of glassware. The value of that imported in 1905 amounted to $700,000, as compared with $200,000 in 1892. This increase is said to be due to the influx of Europeans into the country, and also to the general improvement of conditions of life among the natives, who were formerly contented with earthenware table utensils, but are now large purchasers of glassware. The extensive adoption of oil for lighting purposes has likewise given rise to a demand for lamp glasses, which come from Austria and Germany. Lemonade bottles, with marble stoppers, are imported largely from the United Kingdom, and are delivered in Alexandria, Egypt, at from $4.50 to $5 a gross.

Glass bracelets are largely worn by the native women. One-fourth of the glass lamps imported come from Germany, the remainder mainly from Bohemia.

IN THE HOUSEFURNISHING WORLD.

A broom factory is about to be established in Milford, N. J.

* *

A charter has been issued to the Amor Metal Polish Co., this city.

* *

The Imperial Broom Co., Providence, R. I., has been chartered with $30,000 capital.

* *

Logan Godbury's broom factory, Hartford City, Ind., was recently destroyed by fire.

* *

An addition is soon to be built to the White Lily Washing Machine Co., Davenport, Ia.

* *

With $10,000 capital, the Mutual Woodworking Co., Hoboken, N. J., has been incorporated.

* *

With $10,000 capital, the Household Necessities Co., Ltd., New Orleans, La., has been incorporated.

* *

Fire caused serious damage recently in the South Chicago, Ill., branch of the Spiegel Housefurnishing Co.

* *

Edmonson & Bros' department store, Kalona, Ia., was damaged by fire recently to the extent of $20,000.

* *

With $100,000 capital, the Basket Importing Co., this city, has been chartered to deal in baskets and willow ware.

* *

Samuel Martin, a brush manufacturer in Fulton street, this city, died last Saturday. He was sixty-six years old.

* *

The Electric Heating and Mfg. Co , Los Angeles, Cal., has been formed for the purposes of making cooking utensils.

* *

Robert Findlay & Co., formerly of Sterling, Kas., have decided to engage in the broom-making business in Wichita, Kan.

* *

The Houghton & Dutton Co., Boston, has filed papers of incorporation with $1,000,000 capital stock. J. C. Rice is president and P. R. Dunbar treasurer.

* *

Plans have been filed for the enlargement of H. C. F. Koch's department store on West 125th street, this city, by the addition of a new eight-story annex to be erected at Nos 138 and 140 West 125th street, on the west side of the present building. It is to be 50 feet front and 100.11 feet deep, with a facade of brick and ornamental stone to harmonize with the main building. It will cost $118,000.

* *

Fire recently destroyed the basket factory in Arcadia, Mich., of the Henry Starke Land and Lumber Co.

* *

The Jeff J. Blanks Co., department store, Trezevant, Tenn , was organized recently with $20,000 capital.

* *

The Hiller Mfg. Co., Rochester, N. Y., has been incorporated to make metal and wood specialties. Capital, $5,000.

* *

The department store of the Parker-Nelson Mercantile Co., Rice Lake, Wis., was burned recently. The loss is about $80,000, with $40,000 insurance on the stock and $11,500 on the building.

* *

Incorporation papers have recently been filed in Harrisburg, Pa., by the Sixth avenue Racket Store, Tarentum, Pa , capitalized at $10,000, and the Boston Department Store, Pittsburgh, capitalized at an equal amount.

TO DISPLACE PORCELAIN IN ELECTRICAL WORK.

AN electrician of Marion, Ind., G. A. Harter, believes he has made a success of his patent glass cut-out and cluster electrical arrangement. The device is being manufactured at the Canton glass plant in West Marion. Up to this time all cut-outs and clusters have been made of porcelain. The pieces have been put into the hollow part of the back of the device and then secured with wax. In case of cross circuit the wax was melted and the whole device disarranged. Also the porcelain clusters have not been found practicable for out-of-doors because the metal corrodes Instead of porcelain, glass is used on the new device, the metal being arranged in the mould and the molten glass poured in around it. In this way the metal is secured in place, and a cross is almost impossible. Also the device is much cheaper than the old kind. Mr. Harter has some minor changes to make in the device before it is perfected, but the first run has been made and the results have proved a success.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the nrst and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

WANTED—Lines of general table glassware, tumblers, jellies, fruit jars and bottles for Southern California. Ample showrooms in Los Angeles. Address Box 407, this office.

Endemann & Churchill,

COMMISSION MERCHANTS AND IMPORTERS

50 Murray St., P. O. Box 3000 New York.

Sole Agents for

L. BERNARDAUD & CO.,
Successors to R. DELINIERES & CIE.,
Limoges, France,
Manufacturers and Decorators of French China.

S. REICH & CO.,
Vienna and Berlin,
Royal and Imperial Austrian Glass Manufacturers.

DUMLER & BREIDEN,
Hohr a | Rh., Germany.

White and Decorated

FRENCH CHINA

FROM

Wm. Guerin & Co.

LIMOGES.

33 Park Place,

NEW YORK.

OUR NEW SAMPLE LINE WILL BE READY SEPT. 1.

CHAS. STREIFF,
SOLE AGENT.



THIS handled jardiniere is one of our most recent creations. It is of twelve-inch size and clothed in blended colors. Merchants are advised to inspect it.

A. Radford Pottery Co.,

Clarksburg, W. Va.

New York Showroom:
W. H. DUNN & CO., 54 Murray St.

We Defy All Competitors! Let Us Prove It!

FIRMS WE REPRESENT:

Keystone Cut Glass Co.
Skinner & Son.
Salo Art Metal Co.
Schimper & Co.

LINES WE CARRY:

CUT GLASS.
PLAIN and MOUNTED PLATEAUX.
PORTABLES and LAMPS.
"NEAR-BRONZE" STATUARY.
COMB, BRUSH and MIRROR SETS.
METAL NOVELTIES.

BLAU BROS. CO., Inc.,

SOLE AGENTS,

Room 51. 25 West Broadway, New York.
Tel. 5653 Cortlandt.

BRANCH OFFICES:

Philadelphia: American Mfrs. Co., 708 Market St.
Boston: Geo. A. Granville, 95 Pearl St.
Milwaukee: Ernest Bersback, 250 West Water St.
Los Angeles: Brown-Winstanley Co., 340 N. Main St.

PORCELAINES G. D. A.

LIMOGES—NEW YORK.

1797

ON WHITE WARE

GDA

FRANCE

Factory, founded over a century ago, has been within five years entirely rebuilt, enlarged and modernized.

SPECIAL ATTENTION

IS CALLED TO OUR UNDERGLAZE HOTEL GOODS. "COLORS THAT WON'T WASH OFF." ALSO TO OUR VASES AND ANIMAL PIECES IN L'ART MODERNE UNDERGLAZE, IMPORTANT TO DEALERS IN ART WARES

The G. D. A. Porcelaines, best in quality, represent most careful selections from newest and most attractive designs.

ON DECORATED

GDA

DIRECTORS:
EMILE GERARD, LIMOGES.
FRANK P. ABBOT, NEW YORK.

FACTORY and MAIN OFFICE:
Faubourg des Casseaux, 27,
Limoges, France.

SAMPLE ROOMS IN:
Berlin, Paris, London,
Moscow, New York.

NEW YORK OFFICE, 29 BARCLAY ST.

WE are the originators of loga Ware, and will always lead. You will find imitations—some fair, and others the reverse. If you will compare ours with others, as regards quality and technique, you would not accept others even at their racket store prices. Get the original, either direct through us or at New York office.

Respectfully yours,

WARWICK CHINA CO.,
Wheeling, W. Va.

New York Salesroom,
66 West Broadway.

John Gauche's Sons

LIMITED,

In Liquidation,

New Orleans, La.

OFFER THE FOLLOWING FOR SALE CHEAP:

Complete line of Ridgway's Vitrified Hotel rolled edge decorated underglaze Vicereine pattern at $5 £ sterling; cost $7 £ sterling.

The same in Clinton pattern, John Maddock & Sons' half-thick Hotel Vitreous, light green band, complete line, at $7 £ sterling; cost $9 £ sterling.

Haviland & Co.'s open stock "Berain" decorated 14615 T 11, "Trianon" decorated 14038 T 1, "Josephine" decorated 15778 T ½, "Ramson" decorated 14551 T 1, "Ramson" decorated 13873 T 1, at 27 cents franc; cost 34 cents franc.

Stock List Furnished on Application. No Charge for Packages.

John Gauche's Sons, Ltd.

The St. Louis Crystal Glass Co.

FOUNDED 1767.

Works: Munzthal St. Louis, Lorraine: Germany; and Paris, France

FINE TABLE GLASSWARE.

L. KIRSCHVING, Agent, 25 West Broadway, New York



Illustration shows the 5-oz Saucer Champagne of one of our latest productions in Lead Blown Stemware—No 13634 Pattern, made from Rich Lead Glass, with the SILVERY RINGING TONE—THE KIND WE MAKE.
This design contains 14 different articles, and is also made with Needle Point Etching No 266.

United States Glass Co.,

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St. **Philadelphia, 9th & Market Sts.**
Boston, 144 High St. **Baltimore, 110 Hopkins Place.**
Chicago, 409 Atlas Block. **San Francisco, 18 Sutter St.**
St. Louis, 617 Granite Building, 4th and Market Sts.

New Lines of Dinner Ware and Staple China for Spring Importation.

Special Attention is called to our Import Line of

CHINA. **EASTER NOVELTIES** PAPIER MACHE.

SAMPLE LINES OF CHINA, DOLLS AND TOYS ON SALE.

HAMBURGER & CO.,

28-30 West 4th St., New York.

THE NEW COLOR HOUSE.

L. Reusche & Co.,

71-73 Park Place, New York.

Our Mr. Louis Reusche has been identified with pottery and glass manufacture for twenty-eight years.

Colors and Materials for Pottery, China and Glass Decoration, Enameled Ware, etc.

Sole Agents for JAMES HANCOCK & SON, Digills Ceramic Art Color Works, Worcester, England.

Sole Agents for JOHN LAMB'S Potters' Printing Paper in sheets and rolls.

ELARCOITE (a substitute for Oxide of Tin). Write for sample and prices.

OUR DRUMMERS



May Not Have Been Tapping

the right time when on your beat, and you may have missed the opportunity of seeing our new Fall Dinner Ware Patterns, which should be of live interest to you. Our solid color band borders in maroon and Russian green and gold stippled have a rich, healthy tone that should prove good sellers. Our open lace color band borders with delicate decalcomanie flowers have a wide variety of striking color effects that should please seekers of patterns possessing individuality.

Our Royal Purple and Gold China Art Pieces have a color to tone differing from anything on the American market, that will do some good drumming for you with your trade.

The AMERICAN CHINA CO., Toronto, Ohio, U.S.A.

La Porcelaine Flambeau

WE call the attention of the trade to our line of French Dinnerware and request the inspection of same.

L. D. BLOCH & CO.,

42 & 44 West Broadway,

New York City.

GILLINDER GLASSWARE



NO. 19 SOAP SLAB.

ILLUSTRATIONS ON REQUEST.

PHILADELPHIA

A Great Aggregation of

Japanese and Chinese Porcelains

just opened for inspection by

Carlowitz & Co.,

537 and 539 Broadway, New York.

Telephone 1966 Broad.

GREAT VALUES.

THIS line includes some of the prettiest patterns ever shown in Fancy Bishue Porcelain, comprising assorted Vases, Bric-a-Brac and Tableware; also Bronzes, Ivories and other specialties of the countries, in both oriental and occidental designs.

We are offering special drives in Tizans, Satsuma and Moriage Vases, all sizes, for immediate delivery.

A large stock of desirable goods now ready for instant shipment.

Complete lines of Teakwood Furniture.

It will interest you to see our goods. The prices will astonish you.









Just a Few of Our New Shades.

Have you seen them? Call and we will be pleased to show you the line. Shade fits on outside of holder. Are made for Gas and Electric Portables, Welsbach Burners and Electric fixtures.

NO BEAD FRINGE TO FADE.

Patent Applied for.

The PHOENIX GLASS CO.,

NEW YORK: 15 Murray Street.

PITTSBURG: 2d Nat. Bank Bldg.

CHICAGO: 206 Wabash Ave.

AT THE HOTEL BARTHOLDI

for two weeks beginning Monday, August 27, A. H. Hays will present the new fall lines from the

COOK POTTERY CO.

Special attention is directed to the NIPUR, METALLINE and CRETONA vases, which established an innovation in the shaping and coloring of ceramics. The VICTOR jardiniere and RAIL-PLATES also merit examination.

IMPORTANT AUCTION NOTICE—OPENING FALL TRADE SALES.

Decorated China, English Dinner Ware, Blown and Pressed Glassware, Lamps, Bric-a-Brac, Japanese Vases, Figures, Fancy Goods, Water Sets, etc.

E. BISSELL & CO.,

WHOLESALE AUCTIONEERS,

Thursday and Friday, August 30 and 31, 1906,

AT TEN O'CLOCK EACH DAY,

At Nos. 12 Murray Street and 15 Park Place, New York,

By Order of Importers and Manufacturers,

Decorated China Cups and Saucers, Plates, Fancy China, Theo. Haviland's Fine Limoges Game and Chop Sets (13 pieces). Rich Decorated China Chocolate Sets, Tete-a-Tete Sets, Placques, Plates, Salads, Chocolate Pots and Cups and Saucers, etc.

500 Fine Decorated Table Lamps, with 10 and 11-inch Decorated Globes to match, all new, first quality goods. To be sold in open lots and by the package.

125 Lots Fine Decorated Teplitz Vases, Placques, Plates, C. and S. Bon-Bons, Flower Holders, Fine Rich Gold Glass Dishes and Water Bottles. Also Fine Japanese Vases and Koro Sets, this season's importation.

Also By Order of The Edwin A. Denham Co.,

who are discontinuing carrying stock in New York, the entire balance of stock of their Barclay Street store, about 15 casks of Fine Imported Belgian Arts and Crafts Pottery, Vases, Jardinieres, Umbrella Stands, Pedestals and Kindred Goods.

Also 600 barrels Blown and Pressed Glassware, Engraved Table Tumblers, Optic Tumblers, 9 to 21-oz., Pressed Glass Lamps, Bowls, Goblets, Tumblers, Weiss Beers, Nappies, Jars, Punch Bowls, Celeries, Trays, etc. 100 packages Assorted Glassware.

Also about 100 crates Domestic Wood Toys, Children's Beds, Cribs and Cradles—clean, sound goods, to be sold by the crate.

Also to be sold on THURSDAY, at 10 o'clock,

FOR ACCOUNT OF WHOM IT MAY CONCERN, TO ADJUST INSURANCE,

25 cases Dressed, Kid and Jointed Dolls, Mirrors, Toys, Toy Watches, Hat and Lace Pins, Mechanical and Steam Toys, Fancy Work and Scrap Baskets, Hampers, etc.



A Strong Line for Fall and Holiday Retailing

WE direct attention of the trade, particularly, to our fancy patterns in Vienna China, all strictly hand-painted and embracing both floral and geometrical designs of high character.

There is no line in the market that we know of to compare with it in class for anything like the price.

The shapes are almost severely plain and splendidly adapted for hand-painted subjects.

An exquisite new Rose pattern, an Apple Blossom and a Clematis subject are among the new floral designs.

Shown in all the "odd pieces" you're accustomed to.

BAWO & DOTTER

26 to 34 Barclay Street, ∴ ∴ ∴ ∴ New York

CROCKERY AND GLASS JOURNAL

NEW YORK, AUGUST 23, 1906.

THE CONDITION OF BUSINESS.

New York. That trade so far this fall is more variable than usual is indicated by the contrasting reports that reach here. Local conditions seem to differ but slightly with those of a year ago. Apparently there are quite as many visiting buyers in town, and the placing of orders seems to be seasonably active. The South alone has so far failed to send its customary quota of early-fall visitors, although there has been a noticeable increase in the arrivals from that section during the past couple of weeks. From the road there comes a con fliction of reports. The traveling salesmen who are campaigning through the East are, in many instances, kicking in pretty vigorous style. They have found a greater proportion of the buyers away from business than usual, most of them being on vacations. But the Middle West submits a more encouraging statement, and the news from the Pacific Coast, especially San Francisco and adjacent territory, contains most cheering information. The Southern merchants, too, are buying more freely than customary, and this may account in a measure for the failure of many of them to come North earlier this fall.

Contrary to general expectations, there isn't the same demand for high priced wares on the road this fall that the admitted prosperity of the country would seem to justify. The domestic potteries, especially, are experiencing the effects of this disappointment. Most of them had prepared certain wares of more than accustomed elaborateness, but their cheaper lines are very much more in request. In fact, it is the movement of medium and low-priced goods that is responsible for the unprecedented patronage which these factories are now enjoying.

Some business in English crockery has been landed, but the sales have not attained very great proportions Many of the salesmen for English houses do not begin tours until early in September. The greater firmness in prices on domestic goods this year is calculated to help the English wares to some extent.

A fair movement of German goods from stock is noted. Most buyers, though, are awaiting the arrival of imports before laying in stocks. The same is true also of French lines.

In view of the great inroads that electric and gas glassware have made into the oil-lamp field in recent years, the latter continue to sell with surprising briskness The call is not great, by any means, but it is really more lively than had been looked for.

Trenton. Local manufacturers continue to be thoroughly satisfied with the state of trade here. Only the East has so far failed to fulfill expectations, and the disappointment in that section has been traceable largely to the absence on vacations of buyers. As industrial and

agricultural conditions up there are excellent, it is believed that some fine business will issue from the territory before the fall season is much further advanced. The South figures conspicuously in the orders being filled here; but the goods shipped to that quarter are largely of the cheaper grade. Western patronage has been liberally extended so far, especially from the "new and greater" San Francisco.

A rather astonishing fact is connected with this fall's business in the call for toilet lines. No records are threatened, of course, but the movement is decidedly brisk when one considers the great inroads which sanitary goods have made into the toilet field in recent years. The medium-priced toilets are selling principally, but there is also a fair request for the more expensive creations.

The absence of visiting buyers continues to be noticeable. A fair representation has visited here so far, but the number does not equal expectations nor does it encourage the manufacturers to expend so much care and expense to properly exhibit their wares as this year.

Pittsburgh and Vicinity.

Trade in glassware the past week has shown an improving tendency at the majority of the factories. While more business could be done, there is a good, continuous stream of small orders that makes a good volume of trade. Nearly all dealers want something, and want it at once. The weather this month has not been very favorable to the glassware or any trade for the larger portion of the time, and that it is showing an increase under such conditions indicates strength and a prosperous outlook.

Bar goods factories quite generally report excellent trade, and common tumblers and jellies have been crowding capacities. Various lines of specialties and summer goods have been moving well for the period. Also there is reported a better demand in certain lines of tableware.

The trade in fruit jars has been almost phenomenal There is a good prospect that practically every jar made will be out of the manufacturers' hands before the close of the season. Fruit jars started out at about the lowest prices ever quoted. They are moving briskly to day at an advance of nearly fifty per cent over spring prices.

East Liverpool and Vicinity.

The past week showed little change over the preceding one in business conditions among the Western potteries. Current orders were fairly satisfactory, though still rather conservative in their amounts. While the snap and vigor in the trade expected by the most sanguine was hardly realized, a stronger feeling was manifest, with every indication that the expected great activity was coming, and that the pottery trade would soon be experiencing a pressure in demands that would call for the greatest manufacturing possibilities.

The number of buying visitors here the past week showed no increase over the previous one. The manufacturers are a little disappointed at this. The mails direct and from traveling salesmen, however, more than made good the volume of business of the preceding week, and gave a cheerful aspect to the business situation

The traveling salesmen are still xperiencing some difficulty in finding buyers at home—so many are taking their outings in August.

The increasing direct small mail orders are encouraging—showing greater retail demands, the want of good assortments, and generally light stocks.

Wheeling and Vicinity.

Good reports of business conditions in this district continue to be made. The pottery situation could hardly be improved upon in the way of volume and character of demands A little improvement in current prices would make trade more satisfactory on staple lines, though the manufacturers here claim they are holding firm and turning down more or less orders, and are maintaining prices materially above those of 1905.

The last of the glassware factories in this district went into full operation the first of the present week. All report full regular activity and demandsth at are fairly consuming their productions. Bar goods and tumbler plants report strong demands. Tableware is moving better, in pieces, sets and short lines. There is a good call for certain lines of specialties, while lamps are showing a better movement and good prospects.

OPENING FALL AUCTION SALE.

E. BISSELL & CO. will inaugurate the fall opening by an important sale of decorated china dinnerware, blown and pressed glassware, lamps, bric-a brac, Japanese vases, figures, fancy goods, border sets, etc., on Thursday and Friday, August 30 and 31. Special attention is called to the line of imported Belgian ware, which is sold by order of Edwin A. Denham & Co. There will also be offered 100 crates of domestic wood toys and 25 cases of dressed kid and jointed dolls, mirrors, toy watches, etc. Coming, as it does, at the beginning of the season, this sale should engage the attention of every buyer in the city, and will no doubt bring many from out of town. It is one of the most comprehensive in many years.

RETURN TO WORK PENDING ARBITRATION.

PENDING an adjustment of their differences with the firm, the striking employees of the Northwood Glass Works, Wheeling, W. Va., have resumed their places. The men were out for several days. They kicked for pay on all ware made by them which might later be melted down in the annealing oven. If the ware leaves their hands in perfect condition, the men contend, they should not be held responsible for any imperfections that might develop in subsequent processes.

BUSINESS BRIEFS.

Mull & Ewing are to open a china store in Marion, O., about Sept. 1.

With $75,000 capital, Ottenheimer Bros have been incorporated to deal in crockery and glassware.

With $100,000 capital the Consolidated Clay Co., Camden, N. J, was chartered recently to deal in clay, etc.

The Didier-March Co., Jersey City, N. J, has been incorporated to manufacture stoneware, etc, Capital, $700,000.

The Rosenweig Lamp Co., Owego, N. Y., has filed papers of incorporation to manufacture and deal in lighting devices. Capital, $10,000.

The Metropolitan Glass Investment Co., New York city, has been chartered to manufacture and deal in glassware. Capital, $200,000.

Increasing business has made it necessary for Wm H. Grimmel's Sons to add another floor to their glassware jobbing establishment at 61 North Ninth street, Brooklyn.

The final meeting of the creditors of the L. B. Guy Crockery Co., Davenport, Ia., was held recently. Trustee H. S. Boudinot's report was approved and the estate closed.

According to advices from El Reno, Okla, the C. L. Moore Co. has been given 111 acres of land at that place as an inducement to erect a plant for the manufacture of china and pottery.

F. T. Kuranaga has reopened his Japanese china house in San Francisco, Cal. It is located at the corner of Van Ness avenue and Bush street, and is the first of the Japanese stores to reopen.

The Utica, N. Y., Crockery Co. has been incorporated with $10,000 capital to deal in china, glass, silverware, etc. Incorporators: R. E. Wight, Syracuse, N, Y.; A. E. Wilcox and A. F. Wilcox, Utica.

The Pacific Syndicate Stores Co, with headquarters in Los Angeles, is increasing as fast as possible its chain of five, ten and fifteen cent stores on the Pacific Coast It will soon have fifty establishments in full running order.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of June, 1906, compared with the same month in the preceding year, are as follows:

	1905	1906
Great Britain	$205,906	$244,583
Austria	68,253	80,728
France	150,654	152,404
Germany	498,013	481,286
Other Europe	32,940	29,548
Japan	112,485	166,443
Other Countries	12,240	18,829
Total	$1 020,491	$1 178,821

FOR TWELVE MONTHS ENDING JUNE.

	1904	1905	1906
Great Britain	$3,212,471	$2,805 051	$2,759,696
Austria	858,262	909,929	1 022,254
France	1,970,088	1,729 006	1,976,613
Germany	4 815,848	4,770,443	5,131,974
Other Europe	346,763	377,980	844,380
Japan	716,042	959,429	1,580,400
Other Countries	85,540	107,885	112,211
Total	$12,005,014	$11,659,723	$12,877,528

TOYS

	1905	1906
France	$ 12,427	$ 22,233
Germany	519,287	55[illegible],385
Other Europe	16,793	30,046
Other Countries	5,361	13,060
Total	$553,868	$623,724

FOR TWELVE MONTHS ENDING JUNE.

	1904	1905	1906
France	$ 149,546	$ 170,041	$ 1 0,981
Germany	4,542,938	4,5 2,897	5,[illegible]49,963
Other Europe	170,445	160,212	191,358
OtherCountries	114,460	121,307	182,561
Total	$4,977,289	$4,964,457	$5,887,863

GLASSWARE.

JUNE.		FOR TWELVE MONTHS ENDING JUNE.		
1905	1906	1904	1905	1906
$248,743	$257,299	$3,136,706	$2,963,128	$3,265,314

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery Lamp, Glassware, Toy, Bric-a-brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUGUST 23, 1906.

THE BUYER'S SIDE.

BUYERS have grievances, too. While as a rule the wholesaler tries to fill his orders as promptly as possible, he does not always meet the requirements of his customers. Some there are who wilfully substitute on the chance that the goods will pass. Sometimes to fill a package or to clean out a lot of ware they will ship more than the order calls for. It is true that the substitutions are often worth more money; but if a retailer orders from the factory half a dozen jardinieres of one pattern he is not well pleased to get three of the kind he ordered and three others totally different. The fact that they are worth more money does not count in the slightest.

Again, he orders a dinner set, notifying the wholesaler that it is for a particular customer or for a particular occasion, and requesting that the goods be shipped on or before a set date. It is an open-stock pattern, and when he was induced to put it in he was told there was a stock behind it, so that all his demands could be filled promptly. It comes on time, but short the soup plates. It is not sufficient to say that the retailer should carry enough stock himself to fill an order for one dinner set. How about the wholesaler? According to his agreement he is bound to carry stock. Of course, the trouble lies in the nature of the business. Everybody in the trade knows that the supply of crockery is as uncertain as the weather. Nevertheless the retailer has a right to suppose that on an open-stock dinner pattern he will get his orders filled. So when his dinner set is shipped short he swears, the customer swears, and the wholesaler gets a bad name.

Another cause of friction often occurs in chepa imported goods. The manufacturer on the other side gets up a line of samples for the New York market, and an import order is placed from these samples In the meantime the manufacturer "improves" on the pattern, and when the goods are received the buyer finds that he has a blue decoration when he ordered green, or, having selected a simple design, he gets one which is "improved" by the addition of more color or gold.

The most annoying of all troubles is delayed shipments. Orders are placed in February for October delivery. One would naturally suppose that eight months is a reasonable time to order goods ahead; but November, December and January pass, and a year after the order was placed the goods are delivered. Counting on the arrival of these goods, others were not ordered, and sales expected during the holiday season are lost. Is it any wonder that the buyer complains, and does not want to take the stuff? He keeps it, however, for, owing to the vagaries of the manufacturers, he does not know when he will get any other goods, and he must have something to sell.

Many are the annoyances that fall to the buyer's lot; but he is usually patient and forbearing, for he knows that the industry is utterly unlike any other, and is generally willing to admit that the wholesaler does the very best he can under the conditions.

PERSONAL.

IT is always pleasant to hear from old friends, and we are glad to append a part of a letter from an old-time and popular crockery man now out of business. Writing from La Jolla, California, J. K. Prugh says:

Since I was fired out of Sioux City, Iowa, by the disastrous fire of Dec 23, 1904, I have been out on the Pacific Coast examining the climate, which I find very exhilarating, especially in this section, as they claim it is the most equal known. I have not gone clear round yet, so can say you can search me. This place has the appearance of being the nucleus of what some day will be quite a summer and winter resort. The property owners seem to be prematurely aware of it, for they have put the prices up beyond the job-lot limit when they are really not ready for it. There is something I miss greatly, and that is the CROCKERY JOURNAL, which I have never missed since it first issued until I became a wanderer. As soon as I get permanently located again I certainly will not rest until my name is added to the list again. Best wishes to all old friends

Louis F. Meyer is in the city for the first time since becoming manager of the Scruggs, Vandervoort, Barney Dry Goods Co 's china department in St. Louis, Mo. When Mr. Meyer went West several

months ago it was as the manager of the Simmons Co.'s department, but the latter has since been taken over by the Scruggs, Vandervoort, Barney Co. It is Mr. Meyer's plan to remain here a couple of weeks in order to make necessary fall purchases.

⚜

Mr. Smyth has resigned as manager of the McWhirr Co.'s china department in Fall River, Mass.

⚜

H. Benedikt, the local manufacturers' agent, has returned from a very pleasant invasion of Europe, which had pleasure for its sole object. He was on the other side for several weeks.

⚜

A. L. Blackmer is domiciled at the Hotel Bartholdi with cut glass samples from the A. L. Blackmer Co.

⚜

The active management of the new department store in Des Moines. Ia , at Eighth and Walnut streets, will be in charge of Clinton R. Carpenter. The latter had been connected with Wanamaker's store, this city, until his present position was offered to him.

⚜

J. H. Venon, who has been in France and Russia for many weeks, sailed for home on the Savoie Aug. 18th and is due to arrive in New York on Saturday.

⚜

Guy Muhleman has succeeded Jas. Morrow as head of the shipping department of the Imperial Glass Co., Bellaire, O.

⚜

A. H. Hays reaches the Hotel Bartholdi, this city, next Monday with a complete line of samples from the Cook Pottery Co.

⚜

Philip A. Lauman, vice-president of the John C. Humes Crockery Co., Kansas City, Mo., sailed for Europe several days ago. In London he is to join Mr. Humes, who has been abroad for some time.

⚜

John K. Derby has opened a sample-room at the Astor House with specimens from the Limoges China Co He will remain at least two weeks.

⚜

Fred McCoy, general manager of the General Mfg. and Supply Co., was in New York on Tuesday. He opens a sample display from his factory at the Continental Hotel in Philadelphia next Monday. Albert F. Lemcke will assist Mr. McCoy.

⚜

William B. Norman, who died recently at his home, No. 121 East Twenty-ninth street, this city, was one of the first auctioneers to start public sales of antique furniture, plate, valuables and bric-a-brac. His entrance into the business was interesting. In 1865 he put up his house for sale at auction. The auctioneer failed to arrive, and some of the crowd calling on the young owner to sell the property himself, he climbed on a chair, called for bids, and was so successful in disposing of his property that he decided to make auctioneering his business

⚜

Francois H. Chamband, who recently became buyer for Myott & Son, Toronto, Can., was in New York this week on his way to Europe to make arrangements for new goods and new lines for his firm for next year. He sailed on the Touraine Thursday, to be gone at least three months.

⚜

Coney Island frankfurters no longer possess a fascination for A. O. Williams, who is at the Astor House with the J. W. McCoy Pottery Co.'s samples. This change in Mr. Williams' epicurean preferment occurred last Sunday after he had visited the Island with the idea of seeing and sampling everything appealing to his curiosity and appetite. Among the latter was a stout, juicy-looking frankfurter sandwich. Several hours later, after reaching his hotel, Mr. Williams' usually docile stomach mutinied. Mr McCoy was summoned from his room in another part of the hotel, and during the remainder of the night nursed his very, very sick salesman. The medical attendant who prescribed for Mr. Williams attributed his illness to ptomaine poisoning, caused probably by some foreign substance in the frankfurter. Mr. Williams, who was able to resume work on Tuesday, agrees with the diagnosis in so far as the poisoning is concerned, but says that, judging by the deportment of his stomach, the doctor must have overlooked several other substances in the frankfurter.

⚜

Among this week's arrivals in town are J. R. Wetmore, buyer of china and housefurnishings for the C. F. Jackson Co.. Norwalk O., and E. C. Campbell, who is engaged in a similar capacity with the same concern's Findlay, O., store

⚜

Geo. McNicol, general manager of the Dresden pottery, is spending a couple of weeks in Atlantic City.

⚜

Geo. F. Mackey is again at his desk in Chas. Ahrenfeldt & Son's showrooms after a three weeks' vacation in Rye, N. Y., where he and his family are residing this summer. The return of Mr. Mackey to duty was doubly welcomed by his co-workers because of the fact that he brought back with him a box of fragrant perfectos which he generously distributed.

⚜

R. A. Cavanaugh has resigned as manager of A. Lisner's china department in Washington, D. C., to become buyer for A. A. Brager, of Baltimore, in which capacity he succeeds Milton Jones. The latter

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has engaged as salesman with Rothschild, Meyers & Co., for whom he will sell enameled ware in Philadelphia, Baltimore, Washington and adjacent territory. Mr. Cavanaugh's former berth at Lisner's has be n taken by Louis Bradley, formerly assistant buyer in the same department.

H. P. Muirheid has been touring New England for two weeks with Maddock & Miller's samples

W. R. Strobel, first of the Strobel & Wilken buying force to leave, will sail on the Amerika for Europe August 30th.

For the first time since his recovery from a recent attack of typhoid fever, Jas. B. Boote, with Edw. Boote, was in the District on Tuesday. Considering the seriousness of his illness, Mr. Boote looked finely, His strength has not been entirely recovered, however, and it will be some time before he is fully able to assume his former business obligations.

W. K. Andrews, buyer for A. D. Mathews' Sons, Brooklyn, is home from a business visit to the potteries and glass factories in the West.

"Joe" Blum, with the Japanese Fan Co., leaves on Saturday for his regular fall trip, which covers the East and part of the West. He will open in Boston at the New England Sample Rooms.

Edw. A. Capser, of Grafton, N. D , has closed negotiations with Ogden, Merrill & Greer, St. Paul, Minn., for whom he will hereafter travel.

Preston Plumb, with Maddock & Miller, is in the Catskills for a couple of weeks. The principal purpose of his visit to those mountains this year is a determination to defend his title of croquet champion of Prattsville, N. Y., which he acquired last summer.

Christian Scherfig, New York representative of the Royal Copenhagen Porcelain Co., returned on Tuesday from a three weeks' visit to the factory in Denmark. He was a passenger on the steamer United States.

BAN ON PREMIUM SCHEMES.

WHILE it has been rumored for some time that the Post Office Department at Washington was conducting an investigation into the premium schemes of the various cereal companies, no steps were taken by the Department until a few days ago. Then the H-O Company was notified that its "missing letter" schemes were considered antagonistic to the lottery laws.

In order to test the matter thoroughly the company then began to push its "animal" scheme. This consists of placing in the packages animal puzzles, and when a certain number are secured by purchasers they are awarded a gold watch by the company. This the postal authorities claimed was a violation of the lottery laws, and an indictment was found against Chas. E. McKenna, Buffalo manager of the company. The case will come up at the October term

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

Mrs. Olga Beltz, with Hillman's, t, Chicago. Roselle.
W M Hamilton, with Hamilton & Clark Co , c, Pittsburgh and Cincinnati.
F F Blanchard & Co, l, Bristol, Tenn.
W H Frear & Co, l, Troy, N Y.
Macon Carpet & Furniture Co, l, Macon, Ga.
Hoffmann-Merrill Merc Co, l. Trenton, Mo.
J E Stone & Co, l, Perry, Okla.
W G Shott & Son, l, Warrenburg, Pa.
Gompertz & Co, l, Pittston, Pa.
The Kohstall Hardware Co, Elmwood Place, Pa.
A J Ferguson, with Callendar, McAuslan & Troup Co, hf, Providence, R I. Herald Square.
Geo E Bates, with Dey Bros & Co, hf, Syracuse. Albert.
E D Stauffer, with May Co, t, Cleveland. Cadillac.
J H Field, with Nachman & Mertief, hf, Montgomery, Ala. Breslin.
R W Robert, with J B White & Co, hf, Augusta, Ga.
Mr McGee, with Martin & Naylor, c, Gloversville, N Y.
Milton Rogers, with John Chandlee's Sons Co, c, Baltimore.
W F Newberry, with F M Kirby & Co, c, Wilkes-Barre, Pa. Imperial.
J B Millner, of J R Millner Co, hf, Lynchburg, Va. Breslin
F W Pickup, with H H Sturtevant Co, c, Zanesville, O.
E C Campbell, with C F Jackson Co, c, Findlay, O.
F S Wylie, c, New Haven, Conn.
S W Landsberg, c, Versailles, Ky.
Craig Bros, c, Washington Court House, O.
Thos A Neeley, with Boggs & Buhl, c, Alleghany, Pa.
J Weisman & Co, c, Marshall, Tex.
Heyman Co, c, Grand Rapids, Mich
Bour & Coakley, c, Canton, O.
Wm E Noeltner, c, Buffalo, N Y.
Rock Hill Supply Co, c, Rock Hill, S C.
Geo W P Hunt, with Old Dominion Commercial Co, c, Globe, Ariz.
Jas E Copeland, c, Palestine, Tex.
E D Reeves, c, Orangeburg, S C.
Carl J V Seutter, c, Jackson, Miss.
J B Boyer, c, Tazesville, Va.
C L Ruth & Sons, a, Montgomery, Ala.
W J Hogy, c, Abingdon, Va.
W S Leimbach & Co, c, Lancaster, Pa.
Zemp & De Pass, c, Camden, S C.
Le Bron Jewelry Co, c, Birmingham, Ala.
James Bros, c, Columbus, Tenn.
Wm R Farrington, c, Poughkeepsie, N Y.
W E Johnston Co, c, Abbeville, S C.
Geo A Kuhle, c, Pekin, Ill.

Frank E Fenner, c, Waterbury, Conn.
E C Poage, with Geo W McAlpin Co, hf, Cincinnati.
W O Day, with Miller & Rhoads, hf, Richmond, Va. B'dway Central.
A J Scott, with Z L White & Co, hf, Columbus, O. Imperial.
B H Schnepf, with Columbus D G Co, c, Columbus, O. Breslin
Thos Grogan, with Mittong-Boxmayer Glassware Co, c, Kansas City, Mo.
J H Reese, with Hager & Co, c, Lancaster, Pa St. Denis.
J Hertzberg, with S Kann, Sons & Co, hf, Washington. Cumberland.
J R Wetmore, with C F Jackson Co, hf, Norwalk, O Normandie
H M Stockman, with Trask, Prescott & Richardson, hf, Erie, Pa. Herald Square
J H Hahn, with W L Millner & Co, hf, Toledo, O. Broztell.
Felix M Chapman, of Carter & Chapman, t, Columbus, Miss. Broadway Central.
Hugh E Mauzy, of Mauzy & Denning, Rushville, Ind. Grand.

U. S. GLASS CO.'S SATISFACTORY YEAR.

AT the annual meeting of the U. S. Glass Co , Pittsburgh, August 15th, President Daniel C. Ripley presented the following report:

I herewith submit the fifteenth annual report of your company, and having had all the properties appraised by competent parties am able to give you very reliable and conservative figures on thier value. The value of buildings, fixtures, tools, etc., have been determined by a prominent appraisal company, and the real estate by four capable and well-posted real estate men These appraisement figures, together with book accounts, stock on hand, cash, etc. after deducting all liabilities, also including the net assets of the Glassport Land Co., total $3,715,663.11. The cost of effecting the organization of the company, which was originally placed on our books, has been charged off.

During the past year an unusually large amount of repairs and renewals of furnaces, etc , were required. We also built two large regenerative pot furnaces with their gas producers, and made certain alterations to lehrs and other improvements required by the change. These furnaces were necessary to economically operate the plants All the old constructions removed were charged to expense account. The necessity of doing all this expensive work during the past year resulted in considerable loss of operating time and consequently in production. This loss of production necessarily shows up in our profit and loss account. Now, however, we are entering into the new year with the plants in fine shape, which with a good trade should make it a very prosperous one.

During the year we erected at Tiffin, Ohio, a new two-story brick cutting shop 156 by 50 feet, and a new electric plant; also a new brick warehouse at Carson street, Pittsburgh, connected with factory F. These improvements were charged to betterments

In my last report, dated Aug. 15, 1905, we had an increase in sales over 1904 of three and three-quarters per cent, with a loss on account of bad debts of one-fifth of one per cent. This year shows an increase in sales over 1905 of four and one-quarter per cent, with a loss of one-sixth of one per cent on account of bad debts.

The Glassport Land Co has not been forcing its property. The natural and healthy growth has been quite satisfactory. Many new dwellings are being erected, and a large number are planned for this fall. The Pittsburgh Steel Co. and the Pittsburgh Steel Foundry Co, are also erecting large additions to their plants on additional property recently sold them by the Land Co. The town is prosperous, and the property advancing in value steadily.

ASSETS:		
Glass and Material, etc	$834,497 53	
Accounts Receivable	399,203 56	
Bills Receivable	1,004 58	
Cash	27,411 22	$1,262,116 89
LIABILITIES:		
Accounts Payable	$198,815 30	
Bills Payable	270,000 00	468,815 30
Net Quick Assets		793,301 59
Property and Works, etc		2,626,750 74
Total		3,420,052 33
Net Assets Glassport Land Co		823,311 38
Total Assets		4,243,363 71
BONDED DEBT:		
Bonds Outstanding	$390,600 00	
Non-interest bearing notes attached thereto (payable in thirteen semi-annual installments)	137,100 60	$ 527,700 60
		3,715,663 11
Capital Stock		3,200,000 00
Surplus		515,663 11
Net gain for year	$270,655 01	

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Aug. 4, '06	Corresponding period 1905	Exports Jan. 1 to Aug. 4, '06	Corresponding period 1905
Boston	5	52	4228	3857
New York	176	91	2661	3978
Baltimore	287	239	8890	7498
Philadelphia	29	31	8 9	617
New Orleans	57	8	2460	2883
Newport News	....	...	939	601
San Francisco		..	937	585
Portland (Me.)	2	1	5 5	326
Galveston	176	...	789	551
Portland (Or.)	34	42	687	347
Inland Points	192	158	7562	9612
Total	1058	618	31597	30350

From the Freight and Shipping Circular of John Edwards & Co , Liverpool

TO	Shipments week end'g Aug. 4, '06	Corresponding period 1905	Exports Jan. 1 to Aug. 4 '06	Corresponding period 1905
New York	172	93	3769	4010
Boston	....	83	4470	3657
Philadelphia	29	31	779	616
Baltimore	387	239	9040	7783
San Francisco	....	....	907	585
New Orleans	57	8	2701	2316
Portland (Me.)	1	1	425	183
Galveston	176	....	770	537
Newport News	...	....	823	670
Portland (Or.)	34	42	738	847
Inland Points	193	153	8836	9122
Total	1049	645	32758	29826



WHILE buying has been fairly active in the District this week, some fault is being found with the dimensions of the orders booked. Many of the visitors seem to be buying with more than accustomed caution, although some good-sized sales have also been recorded. The attendance of buyers is quite large.

All of the samples that contributed to the making of the fine exhibit from the American China Co. at the recent Housefurnishing Exhibition have been placed on display in the quarters of Demorest & Co., local representatives of the concern. In order to create room for this extensive assortment, the latter have been obliged to rearrange their method of display. The three fancy lines from the American, which are styled "Tho-pe," "Jomas" and "Tee-an-e," appear to especially fine advantage There are some decorations on dinnerware, too, that are not only pretty, but quite unlike most patterns that adorn this class of ware. Edge border patterns in green, maroon, blue and other agreeable colors are especially in evidence. It might not be amiss in this connection to explain that the three fancy lines previously alluded to, as well as the Iris, which exploits varied designs on antique shapes, possess a china body.

On the second floor at Bawo & Dotter's is exhibited a line of Italian faience that in shapes and colorings is truly characteristic of the ceramists of that country Particularly true to the Italian ideal of decoration are the vases and baskets, which possess floral and fruit ornamentation in very strong relief The reproductions of fruits are especially accurate. They are not only exact copies in contour and proportions, but are also so perfectly colored as to almost deceive one into the belief that they are real. Candlesticks modeled in the form of dragons, serpents, Roman columns, etc., are also very attractive. Another table contains an extensive variety of wall pockets fashioned to represent roses, poppies, birds, fruits and other subjects. An array of vases, which have hand painted studies on a white body, also commands notice The handles on the pieces in this assortment are usually formed like a serpent, dragon, or the like, and the effect is striking. On all of these lines the Italian predilection for high colors is conspicuous; but this feature is pleasing rather than otherwise, because of the fact that it gives the ware an individuality that is unmistakable.

Abels & Co. have just issued a new 36-page catalogue containing illustrations of their plate racks and plaque hangers. It is very complete in all details and is indispensable to dealers. It may be had for the asking.

Two new styles in night lamps have reinforced the Consolidated Lamp and Glass Co.'s assortment. They are treated in solid pink and also in floral decorations. A mighty effective coloring on a matt surface is described as the Rose du Barry. The Consolidated's oil-lamp items have also been supplemented by two new shapes. One has a somewhat square body and is beautified by red roses on a green tinted ground. The other is quite the opposite in contour, having a rather flat base that inclines toward the center and assumes a flared character again towards the top. This lamp possesses a poppy subject on a brown tinted surface. A bureau set beautified by a brown tinting is another new arrival.

Seekers after odd, original things in glassware for lighting purposes should see the new electric lamp Gill & Co. have just prepared for inspection. The body is that of a fashionable oil lamp with the oil-pot removed. In place of the latter is an incandescent lamp. Three metal stems project upward from the crown, and at the end of each is an electric ball which also contains a light. These balls are decorated exactly like the main part of the lamp, which sports nicely-executed hand-painted flowers. One of the balls is attached in a vertical position to the body,

while the other two extend outward at right and left angles. The lamp when illuminated, therefore, radiates the rays of four lights.

In connection with the several other lines that he represents at 66 West Broadway, John H. Ling has been selected to look after the Eastern interests of the Merchants' Importing Co., Chicago, Ill He has likewise been engaged for similar service by the St. Louis Electric Heating and Mfg. Co., makers of electric irons, stoves, etc.

The National Bottlers' Supply Co. has taken possession of the ground floor showroom at 26 West Broadway.

Several new pieces have lately supplemented the matt green assortment in the Roseville Pottery Co 's samplerooms. This completes the line, which now embraces exactly a dozen different patterns in jardinieres, ten styles of lamp bodies, and a wide variety of hanging baskets, fern dishes, umbrella stands, pedestals and pedelets. Besides that, the lamp bodies alluded to are so fashioned that they can very readily be converted into the most desirable kind of flower vases. The pure, rich green with which this ware is garbed has elicited the warmest commendation of the trade all over the country. An equally important characteristic is the highly artistic range of shapes which compose the line. Some of the pieces possess smooth surfaces, while others are tastefully embossed, The foliage designs employed in this embossment are especially attractive.

There has been added to the A. Radford Pottery Co 's collection a twelve inch handled jardiniere that ought to prove a favorite. It is nicely proportioned and possesses an attractive style of ornamentation in the form of blended colors. The surface is embossed in a fairly liberal manner.

For the purpose of affording additional protection against fire, a new system of water pipes is being installed in the business houses of the District. The work is being conducted at the instance of the Fire Department. In front of each establishment so equipped are plugs through which, when fire is in progress, is forced water The latter circulates through the pipes until it reaches the portions that are perforated. This perforation makes possible a sprinkling process that is intended to smother blazes in sub-cellars and other sections of the buildings where the presence of smoke might render it dangerous for firemen to enter.

THE blacksmith doesn't make one heavy strike and wait until the iron cools off to feel the dent—he keeps it up while the iron is hot; and so should the advertiser.

CARING FOR AGED EMPLOYEES.

WHAT to do with aged employees who have become incapacitated for duty has long been a vexed problem with conscientious business houses. Even the most unsentimental of employers must experience a pang of regret in turning out men whose best years have been spent in their service. Occasionally we hear of a firm retaining until death occurs an employee whose value had faded with the years. But these instances are rare. Much more numerous are the dismissals when age impairs the employee's capabilities In commenting on this question in a recent issue the *Dry Goods Economist* said:

"We by no means hold that superannuated employees should be retained in positions of responsibility or in positions calling for the exercise of executive ability of a high order. That would be, indeed, a dangerous policy for the merchant. Not a few once-prosperous businesses have been wrecked by the improper handling of this problem, and sentiment should not outweigh justice in deciding as to whether old employees should or should not be kept at work in the store and as to the kind of work that should be given them.

"What, then, should be done with the faithful old war-horse? The pension idea, which has for years received attention in Europe, offers a partial solution of the difficulty and will well repay careful thought on the part of every progressive merchant. Nor would the adoption of this policy prove wholly altruistic. We sincerely believe that the knowledge that one or two former employees in need of such assistance were being maintained by the firm would have a most beneficial effect on the help, besides exerting a favorabie influence on the public.

"It is all very well to talk of thrift and urge that the employees themselves ought to make provision for old age; but most members of the store force are among those that find it all they can do to make both ends meet from one year's end to another, with little possibility of putting away for a rainy day, much less for old age.

"Prosperous merchants should think of these things. Many of those who are liberal subscribers to organized charity are in a surprising degree forgetful of the men who by the ties of long association and faithful service would seem to have a prior claim on their benevolence."

LOSS CHECKED.

FRIEND—How's business now, old boy? Bad as ever?

MANUFACTURER—N-o; doing better than we were.

"Glad to hear that. You told me, some weeks ago, that your factory was running at a loss."

"No loss now; not a cent."

"Prices gone up?"

"No. Men are on strike."



Among the Potteries

East Liverpool and Vicinity.

The Western potteries are operating steadily and are receiving demands that keep the majority comfortably busy. Some are doing all their capacities will permit, while the average pottery is receiving a line of orders that keeps it regularly employed. Trade is better than last August, with brighter prospects Last year at this time practically no traveling salesmen were in the South, and few demands were coming from that section, owing to the fever scourge. In fact, what orders were on book could not be shipped to large sections then. Now a liberal trade is coming from all Southern sections, as well as from the West and Central West.

* *

Col. J. W. Aymar, of Chicago, was here last Wednesday, as big and genial as ever. He said business was good, and that he was selling lots of pottery productions this fall.

* *

E. D. Moore, credit manager of the Knowles, Taylor & Knowles Co., left Thursday for a two weeks' vacation at Winona Lake, Ind.

* *

George Goodwin, of the Goodwin Pottery Co., is now visiting his favorite niece, formerly Miss Alice Goodwin, at her residence in the vicinity of New York, for his vacation.

* *

President Frederick, of the East Liverpool Potteries Co., spent the past week with his old soldier comrades at Minneapolis at their annual reunion. Everything is reported moving smoothly and successfully at the East Liverpool Potteries Co.'s two plants.

Trenton.

Samuel D. Oliphant, referee in bankruptcy, has filed his conclusions in the matter of Henry D. Phillips' claim against the defunct Hart Brewer Pottery Co. Mr. Phillips declared that the company owed him over $80,000 for moneys which he claimed to have loaned and advanced to it for a period of nearly ten years. After Mr. Phillips' claim had been filed the other creditors of the bankrupt company objected to its allowance on the ground that it was outlawed and that no amounts should be allowed him unless he had vouchers to prove them. Referee Oliphant, in his conclusions, finds that Mr. Phillips should be allowed for all loans made to the company after September 17, 1898, for which he exhibited vouchers. But all items of his account not thus vouched, and all alleged loans before September 17, 1898, were disallowed.

* *

H. C. Taylor, of the Golding Sons' Co., has returned from a three months' European tour. Business matters in England first engaged his attention, after which he indulged his taste for sightseeing on the Continent.

* *

No vase creations from a local pottery have ever met with more widespread approval than the three specimens produced this year by the Cook Pottery Co. The Nipur is a fac-simile in contour and color of the peculiar vases exhumed in India some years ago by representatives of European and American museums; the Cretona is a copy of the cretonne designs in draperies; while the Metalline possesses a wine-colored surface that closely resembles metal.

* *

An effort is being made to arrange an athletic carnival among the employees of local potteries. It has been the custom during recent years for various plants to hold outings at which field and track events have been the feature. The results have excited a spirit of rivalry that the proposed carnival is expected to settle.

* *

The foundation has been built for the factory of the Union Paper Cup Co., which is to be located at Trenton Junction, near here.

Wheeling.

The Wheeling Potteries Co. have just gotten out a new line of rose vases. They are chaste and very attractive. There are twelve vases in the line, with no two alike,

They have white groundwork with superb decorations of American Beauty and California roses, and cannot fail to be popular.

* *

"Fully busy, without a kick to make," is the report of President Carr, of the Warwick China Co. They never did a more satisfactory business in August. Every department is fully employed. Their popular Ioga line is using the fullest capacity allotted to it, and dinnerware is also moving most satisfactorily.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending August 21, 1906

BREMEN

21	packages	glassware.....L Straus & Sons
19	"	"....A Steinhardt & Co
11	"	"....Samstag & Hilder Bros
157	"	"....Miscellaneous Orders
54	"	chinaware....C E Wheelock Co
67	"	"....Strobel & Wilken Co
172	"	earthenware....Geo Borgfeldt & Co
41	"	"....Knauth, Nachod & Kuhne
19	"	"....L Straus & Sons
81	"	"....Karl Hutter
25	"	"....Hamburger & Co
151	"	"....Strobel & Wilken Co
27	"	"....Miscellaneous Orders
96		toys....Geo Borgfeldt & Co
27	"	"....Hamburger & Co
7		....R H Macy & Co
7	"	"....F A O Schwartz
402	"	"....F W Woolworth
215	"	"....Strobel & Wilken Co
208	"	"....Miscellaneous Orders

ANTWERP

112	packages	glassware....B Gunthel
13	"	"....A Berger & Co
4	"	"....J M Shaw & Co
126	"	"....Miscellaneous Orders
128	"	earthenware....Strobel & Wilken Co
33	"	"....G F Bassett & Co
87		"....L Straus & Sons
11	"	"....E R Thieler
34	"	"....F W Woolworth
19	"	"....Miscellaneous Orders
218	"	toys....Strobel & Wilken Co
5	"	"....C B Rouss
49	"	"....Miscellaneous Orders

ROTTERDAM

152	packages	earthenware....Bawo & Dotter
356	"	"....Geo Borgfeldt & Co
12	"	"....Ed Butler, jr
40	"	"....L D Bloch & Co
16	"	"....Samstag & Hilder Bros
47	"	"....L Straus & Sons
87	"	"....Miscellaneous Orders
307	"	glassware....Geo Borgfeldt & Co
5	"	chinaware....L Straus & Sons
13	"	"....L D Bloch & Co
13	"	"....Hamburger & Co
56	"	"....B Illfelder & Co
11	"	"....A Steinhardt & Bro
23	"	toys....Samstag & Hilder Bros
12	"	"....Hamburger & Co
85	"	"....B Illfelder & Co
43	"	"....R H Macy & Co
7	"	"....F A O Schwartz
121	"	"....Miscellaneous Orders

HAMBURG

47	packages	glassware....L Straus & Sons
5	"	"....Koscherak Bros
23	"	"....Bawo & Dotter
40	"	"....Strobel & Wilken Co
37	"	"....Miscellaneous Orders
37	"	chinaware....The Julius Levy Co
2	"	"....C E Wheelock & Co
5	"	earthenware....G F Bassett & Co
3	"	"....Hamburger & Co
24	"	"....Fensterer & Ruhe
74	"	"....B Illfelder & Co
49	"	"....Strobel & Wilken Co
90		"....Miscellaneous Orders
4	"	toys....Geo Borgfeldt & Co
8	"	"....F W Woolworth
1	"	"....Samstag & Hilder Bros
4	"	"....Hamburger & Co
75	"	"....Strobel & Wilken Co
34	"	"....Miscellaneous Orders
4	"	harmonicas....Strobel & Wilken Co

COPENHAGEN

358	packages	glassware....Fensterer & Ruhe
23	"	chinaware....Christian Scherfig
413	"	toys....Geo Borgfeldt & Co

CANTON

41	packages	chinaware....Carlowitz & Co
16	"	"....Brown Bros
25	"	"....Miscellaneous Orders

FIUME

96	packages	glassware....Endemann & Churchill
69	"	"....L Straus & Sons
24	"	"....Koscherak Bros
75	"	"....F W Woolworth

CHRISTIANA

20	packages	glassware....Geo Borgfeldt & Co

HAVRE

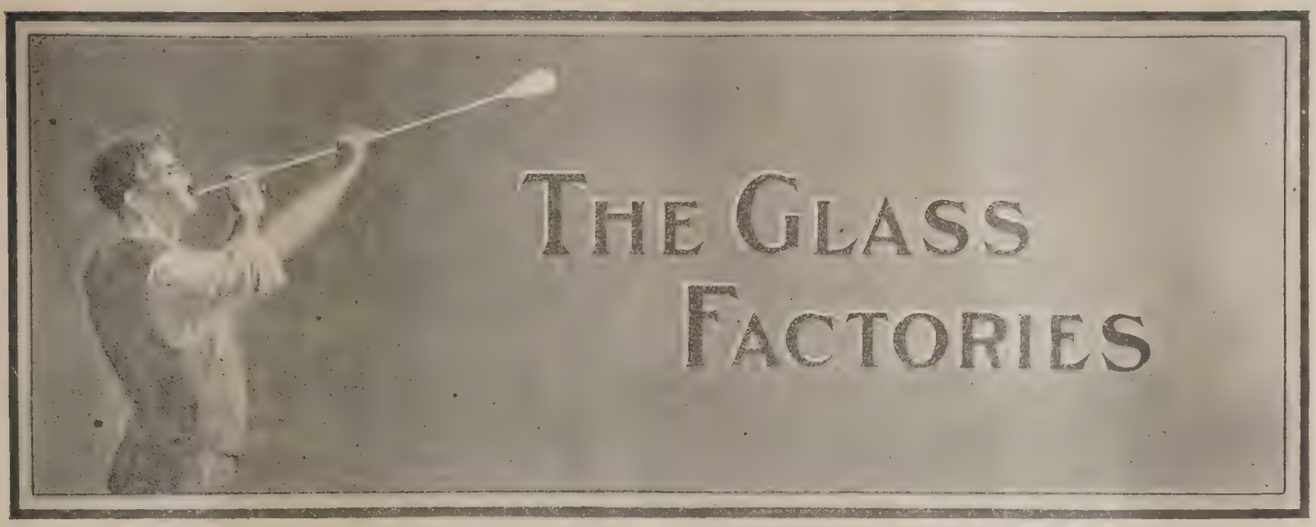
41	packages	chinaware....Haviland & Co
20	"	glassware....E Utard
40	"	"....Miscellaneous Orders

LIVERPOOL

7	packages	chinaware....F P Abbot
63	"	"....C Ahrenfeldt & Son
21	"	"....Endemann & Churchill
272	"	"....Haviland & Co
28	"	"....Bawo & Dotter
7	"	"....F W Jenkins & Co
6	"	"....Strobel & Wilken Co
47	"	"....Miscellaneous Orders
2	"	glassware....Higgins & Seiter
1	"	"....E Boote
6	"	"....Meakin & Ridgway
12	"	"....Strobel & Wilken Co
1	"	"....Miscellaneous Orders
7	"	earthenware....L Straus & Sons
10	"	"....E Boote
22	"	"....Knauth, Nachod & Kuhne
3	"	"....Meakin & Ridgway
12	"	"....J S Robertson
8	"	"....J Wygand & Co
1	"	"....Maddock & Miller
17	"	"....Bawo & Dotter
42	"	"....The Julius Levy Co
30	"	"....Strobel & Wilken Co
45	"	"....Miscellaneous Orders
27	"	toys....Strobel & Wilken Co

SOUTHAMPTON

45	packages	chinaware....Paroutaud & Watson
6	"	"....Bawo & Dotter
48	"	"....Blakeman & Henderson
18	"	"....Ceramic Importing Co
14		"....C L Dwenger
20	"	"....Hamburger & Co
23	"	"....C Streiff
20	"	"....Miscellaneous Orders



Pittsburgh and Vicinity. The bottle plants are at present in practically the same condition as last year at this time No agreement on the wage scale has been arrived at, and it now seems doubtful whether a very large number of plants will put in new fires September 3, outside of the non-union concerns. The factories can start, as last year, without any agreement on a joint scale, paying last year's wages In fact, no joint scale was signed last year. The disagreement this year is on the same line as then, only intensified. The manufacturers demanded a ten per cent. reduction at that time, while the old scale was offered by the workers. This year a reduction of thirty-three per cent is demanded. The machine and open, or non-union, factories are the cause of the demand for this large reduction. Union factories say they cannot compete with them at the old wage schedule. The difficulty, first, is the old one—too great capacity for the demand, making prices unstable and unremunerative with all bottle plants operating. The second and still more serious obstacle is the successful advent of the bottle machine, with which competition by hand is impossible

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The Phoenix glass factory, Monaca, Pa, was shut down last week Monday out of respect for Jas. K Howard. Mr. Howard was the last of five brothers who have died within two or three years. He had a stroke of paralysis about ten days before his death, from which he was unable to rally. He has had charge of the office of the Phoenix for twenty years, and had a most thorough knowledge of the details of the business. The officials and the workers quite generally attended his funeral in Beaver cemetery, Rochester.

The annual report of the U. S. Glass Co. was given last Wednesday, and made an excellent showing, as will be noticed in another column. Their regular plants are all in operation, and the demand, covering their whole wide range of manufacture, is nicely caring for their output. Their immense variety of gold decorated and fancy goods for holiday selling is now beginning to be drawn upon by the trade, and prospects for one of the most active fall trades in their history are now very bright

---

A receiver has been asked for the Anderson Flint Bottle Co, at Anderson, Ind., by the executors of Alex P McKee, late president.

Jas. Manifold, of Ingalls, Ind, has bought the National Bottle Co 's plant at Ellwood, Ind., and is preparing to start up as soon as repairs can be made.

Vacations in the office of the United States Glass Co. are now the order of the day among the heads of departments. Sales-manager Marion G. Bryce is now taking a two weeks' well-earned rest in the Adirondacks, and upon his return next week his right-hand man, John Derrick, will set out for a fortnight's outing at Atlantic City. President Ripley left after the annual meeting for the East for a short time—pleasure and business combined, it is understood.

Howard S. Evans, of the Macbeth-Evans Glass Co., set out last week on a two months' tour of Europe. Everything is reported moving smoothly with this concern—their chimney plants operating regularly, and trade normal for the season.

Wheeling. Business at the Central Glass Co here is reported excellent. The demand for bar goods was never better with them, and they are pushing manufacturing vigorously.

Bellaire, O. The Imperial Glass Co. are very busy with their whole capacity of three furnaces and a large continuous tank. Shipments are large and are promptly caring for their output. Their business has nearly doubled from year to year, till now they have practically

reached the limit of the capacity of their big plant without adding greater melting capacity. At the same time they have improved the charcter of their metal till they now occupy first rank in quality as well as in volume of output.

Bridgeport, O.

Current trade has been showing a gratifying improvement this month at the Crystal Glass Co. They report now a good movement and bright prospects. They tore down one of their furnaces and put in a regenerative one during the summer stop. They have been making some changes in their department managers. Jacob Rosenthal resigned the position of manager and is succeeded by Harry Barrett, while Mr. Barrett's position as night-manager is filled by F. C. Strasser.

New Martinsville, W. Va.

The New Martinsville Glass Co. are operating regularly, and report business good. They have added a new line of bar goods since January, and are now making this in connection with their tableware and specialties. Their line of Muranese ware made a good impression on the trade for its delicate, dainty appearance, original colors, and graceful shapes. They are preparing two new tableware patterns for 1907—one colonial and one figured—from which they expect much. Manager Baird was away East on business the past week, but returned at the close of the week.

Byesville, O.

The Byesville Glass Co. has shut down indefinitely, and the factory is now for sale. It was built some six years ago by Chas L. Campbell and Jno. C. Beckett of Cambridge, O, and Mr. Brudewald was general manager. It started on lamps, but did not make a success and went into bankruptcy. It was sold in 1904 to Mr Schott, the present owner. He made shades and globes and operated the factory up to the close of last fire. He now quits the business.

IN THE HOUSEFURNISHING WORLD.

The plant of the Charleston Broom Co. is likely to be removed to Champaign, Ill.

* *

A loss of $5,000 was incurred recently by a fire in the Passaic, N. J., broom factory.

* *

A company is being organized in Traer, Ia., to manufacture the Kostland washing machine.

* *

Jules Rosenweig has bought the bankrupt stock of Dwight E. Price, the Detroit, Mich., department store proprietor, for $13,500.

* *

The Heyman-Weil Co. has succeeded the Harry Unna Co. as jobbers in glass, woodenware and willow-ware in San Francisco, Cal.

* *

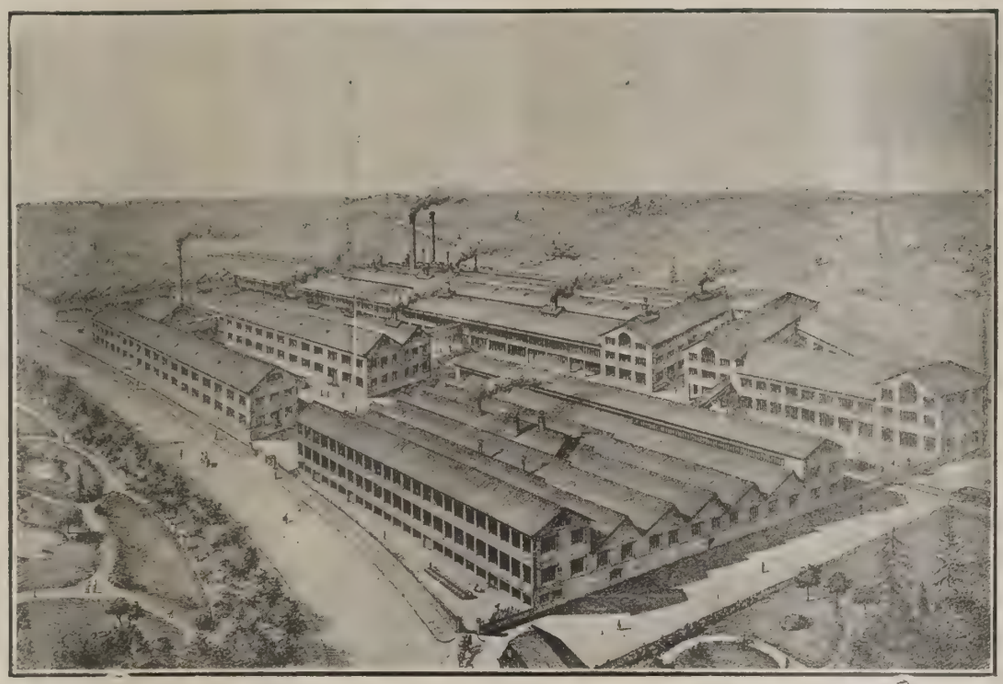
The Wood County Co-operative Company, which has been conducting a department store in Portage, O., is alleged to be insolvent, and the directors have filed a petition asking the court to appoint a receiver. The assets amount to $3,500, and the liabilities to about $3,600.

THIS SHADE HAS A "SKIRT."

APPLICATION has been made by the Phoenix Glass Co. for patent rights to protect an improved shade that it has just introduced. The shade is adapted for use in conjunction with gas and electric portables, Welsbach burners and candelabra. Its novel feature is a skirt-like attachment that takes the place of fringe. This "skirt" is a part of the shade proper, and, besides providing protection for the



eyes, is claimed to be more cleanly and permanent than fringe. It is possible to apply any type of decoration to this "skirt," but the Phoenix usually clothes it with the same design as that which ornaments the upper part of the shade. There are two sizes in these shades, 5½ and 10 inches. In the latter size some exquisite leaded, fruit, floral and conventional designs are exploited. Similar "decors," augmented by rich cut and etched treatments, also appear on the smaller shade. A scalloped top and bottom on the shade serves to increase its rich character.



La Porcelaine Théodore Haviland

Limoges, FRANCE

The brand of *Théodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE** is part of the stamp, in order

AVOID IMITATIONS.

William L. Briggs,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903
Hors Concours, St. Louis, 1904.

YOUNG MEN, TAKE NOTICE!

TWENTY-FIVE years ago a little Swiss immigrant landed in New York without fuuds or friends. To-day he is the newly-appointed manager of the Waldorf-Astoria hotel, and his salary is $25,000 a year. In this remarkable advancement from a few dollars a week and "tips," which first induced this boy to become a waiter in a Broadway hotel, there is an object lesson that should be mentally digested by every employe Had "Oscar," as he is widely known, worked with his eye on "tips" alone it's reasonably certain that he would still be bowing and smirking behind a white apron. But he created opportunities and made the most of them, instead of "knocking" his employer and grumbling about other people's luck.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesmen to sell a line of gas and electric shades on commission. Address Box 409, this office.

BUSINESS OPPORTUNITIES.

WANTED—Lines of general table glassware, tumblers, jellies, fruit jars and bottles for Southern California. Ample showrooms in Los Angeles. Address Box 407, this office.

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equalled. Absolutely the best quality, with low price.

H. C. Fry Glass Co.,

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Please Your Customer

NEW LINES NOW READY.

Very Easy With the Dealers Who Handle

WELLER Pottery WARE

SAMPLES AT OUR SALESROOM

BOSTON, 146 Franklin Street. | NEW YORK, 57 Park Place. | CHICAG , Glass & Crockery Exchange 186-188 Fifth Ave.

Factories and Main Office: ZANESVILLE, OHIO.

FENSTERER & RUHE,

Importers Glass and Chinaware,

NEW YORK, = = = 47 MURRAY STREET.

BLANKS FOR CUTTING.

G. Fensterer, Berlin.
W. H. Warrington, Toronto, 18 E. Front.



Illustration shows the 5-oz Saucer Champagne of one of our latest productions in Lead Blown Stemware—No 13634 Pattern, made from Rich Lead Glass, with the SILVERY RINGING TONE—THE KIND WE MAKE.
This design contains 14 different articles, and is also made with Needle Point Etching No. 266.

United States Glass Co.,

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St. **Philadelphia, 9th & Market Sts.**
Boston, 144 High St. **Baltimore, 110 Hopkins Place.**
Chicago, 409 Atlas Block. **San Francisco, 18 Sutter St.**
St. Louis, 617 Granite Building, 4th and Market Sts.

New Lines of Dinner Ware and Staple China for Spring Importation.

Special Attention is called to our Import Line of

CHINA. **EASTER NOVELTIES** PAPIER MACHE.

SAMPLE LINES OF CHINA, DOLLS AND TOYS ON SALE.

HAMBURGER & CO.,

28-30 West 4th St., New York.

THE NEW COLOR HOUSE.

L. Reusche & Co.,

71-73 Park Place, New York.

Our Mr. Louis Reusche has been identified with pottery and glass manufacture for twenty-eight years.

Colors and Materials for Pottery, China and Glass Decoration, Enameled Ware, etc.

Sole Agents for JAMES HANCOCK & SON, Digils Ceramic Art Color Works, Worcester, England.

Sole Agents for JOHN LAMB'S Potters' Printing Paper in sheets and rolls.

ELARCOITE (a substitute for Oxide of Tin). Write for sample and prices.

TO THE JOBBER!

If interested in Decorated Jobbing Packages send for illustrations of

12 Dozen 10-cent No. 2349 B Assortment.

12 Dozen 10-cent No. 3778 Pink and Ivory Assortment.

6 Dozen 25-cent No. 3481 Pink and Ivory / Green and " } Assortment.

You will find them winners and money-makers.

The D. E. McNicol Pottery Co., East Liverpool, O.

Boston Agents: Chase & Francis, 122 Pearl St

New York Agents: E. Bergman & Son, 25 West Broadway.

La Porcelaine Flambeau

WE call the attention of the trade to our line of French Dinnerware and request the inspection of same.

L. D. BLOCH & CO,

42 & 44 West Broadway,

New York City.

GILLINDER GLASSWARE



NO. 19 SOAP SLAB.

ILLUSTRATIONS ON REQUEST.

PHILADELPHIA

A Great Aggregation of

Japanese and Chinese Porcelains

just opened for inspection by

Carlowitz & Co.,

537 and 539 Broadway, New York.

Telephone 1966 Broad.

GREAT VALUES.

THIS line includes some of the prettiest patterns ever shown in Fancy Bishue Porcelain, comprising assorted Vases, Bric-a-Brac and Tableware; also Bronzes, Ivories and other specialties of the countries, in both oriental and occidental designs.

We are offering special drives in Tizans, Satsuma and Moriage Vases, all sizes, for immediate delivery.

A large stock of desirable goods now ready for instant shipment.

Complete lines of Teakwood Furniture.

It will interest you to see our goods. The prices will astonish you.

AT THE HOTEL BARTHOLDI

for two weeks beginning last Monday, August 27, A. H. Hays will present the new fall lines from the

COOK POTTERY CO.

Special attention is directed to the NIPUR, METALLINE and CRETONA vases, which establish an innovation in the shaping and coloring of ceramics. The VICTOR jardiniere and RAIL-PLATES also merit examination.

SHIMAMURA & CO.,

579 Broadway, New York,

Manufacturers and Importers of

Japanese Goods.

***The* Most Complete Lines on the Market.**

OUR Fancy Decorated Chinas are exclusive, because we make them in our own factory only for own importations.

STOCK OR IMPORT.

PROGRESSION.

This word signifies the course, and

QUALITY

indicates the goal attained by

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Pre-eminently and indisputably makers of High Class Semi-Porcelain Dinner, Toilet Ware and Novelties.

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HUNTINGTON, W. VA.

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Union Potteries Co.,
Farmers' Bank Bldg.

Cincinnati Office:
Union Trust Bldg.



POTTERY of the ABORIGINAL AMERICAN INDIAN

NOW ready for distribution to the trade are these splendid examples of prehistoric North American Indian pottery. They are sold in assorted packages, one of which is pictured above. They are authentic in every detail, being absolutely accurate reproductions of the shapes and colorings characteristic of the wares created by the aboriginal American Indians.

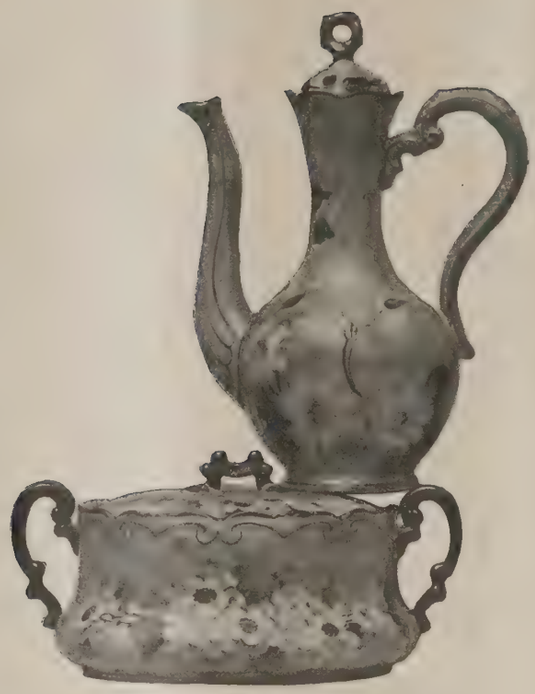
The presentation of these replicas of the ceramic art produced by the Indian tribes of this country centuries ago has been made possible only after years of exhaustive study and investigation, aided by eminent United States Government authorities.

Every piece is stamped with the name of the locality where its original was found.

Catalogues and other information concerning this most novel of recent ceramic innovations may be obtained upon application, by mail, wire or in person, to W. H. DUNN & CO., 54 Murray Street, New York City.

Clifton Art Pottery

NEWARK, N. J.



A Strong Line for Fall and Holiday Retailing

WE direct attention of the trade, particularly, to our fancy patterns in Vienna China, all strictly hand-painted and embracing both floral and geometrical designs of high character.

There is no line in the market that we know of to compare with it in class for anything like the price.

The shapes are almost severely plain and splendidly adapted for hand-painted subjects.

An exquisite new Rose pattern, an Apple Blossom and a Clematis subject are among the new floral designs.

Shown in all the "odd pieces" you're accustomed to.

BAWO & DOTTER

26 to 34 Barclay Street, ∴ ∴ ∴ ∴ New Yor



BASSETT CHINA FACTORY.

22 GLEBE BUILDINGS,
STOKE-ON-TRENT
ENGLAND

GEO. F. BASSETT & CO.
IMPORTERS OF
POTTERY AND GLASSWARE.
49 Barclay & 52 & 54 Park Place

New York, Orgust 30, 1906.

Deer Sur:

The Prezident has desided to hav the Inglish langwige speld in a nu way, and stop uzing so meny leters in a wurd. The pepl in Ingland ar making fun ov it and trying to be humoros. Just think ov it—Jony Bul trying to be funy! But he will hav to giv in and lurn to spel over agen, bekaus our Tedy sez so—and what Tedy sez goz.

It duzn't mater what way yu spel "Bassett" (or "Baset," if yu lik that stile beter)—it kan't chanj the fakt that "Bassett" meenz "Stock Patterns," and the best Inglish at that. (If you chuz to rite "stok paturnz" when sending in orderz we don't kare. We'l put them thru just the same.)

Spel "Bassett" eny way yu want tu, you kan't chanj the fakt that Bassett China is the most popular brand, for it meenz the best at the prise of cheper gradz.

Yurz truly,

GEO. F. BASSETT & CO.

LIBBEY
CUT GLASS
THE WORLD'S BEST

It is admitted, isn't it, that all other makers try earnestly and eagerly to reach the Libbey standard?

It is the type, the pattern, the model for the whole world, isn't it?

Well—doesn't that begin and end the cut glass story?

The Libbey Glass Co.
TOLEDO, OHIO
New York Salesroom, No. 57 Park Place

Libbey
"THE WORLD'S BEST"

LOOKING FOR THE NAME



CROCKERY AND GLASS JOURNAL

NEW YORK, AUGUST 30, 1906.

THE CONDITION OF BUSINESS.

New York. An improvement in trade conditions through the East, which has heretofore been rather disappointing, is the most notworthy development of late. Advices from the traveling salesmen now canvassing that market have a much more satisfactory ring than in the earlier weeks of the fall season. The buyers who had previously absented themselves from business because of vacation periods have nearly all returned to duty. This has been accompanied by a revival that, while still slight in some quarters, has occasioned the belief that the East will soon reflect in buying the general prosperity of the country. The South and West, including the territory flanked by the Pacific Ocean, and also that energetic section popularly described as the Northwest, continue to be heard from in a manner that indicates the prevalence of industrial, agricultural and commercial success in their end of the United States.

If one is in any way skeptical about this era of prosperity which we are at present enjoying, it is necessary only to inquire into the number of visitors to the various summer resorts and the freedom with which they have been spending their money. For example, reflect upon the thousands and thousands of people who have this summer visited resorts as close to home as Coney Island, Asbury Park and Atlantic City. Hotel proprietors, "barkers" and others who assist in the extraction of coin from these seekers after pleasure are a unit in the assertion that money was never so plentiful. This means a great deal to the crockery and glass manufacturer and merchant; for if people have money to expend so abundantly for the gratification of their desires in this particular, it is safe to conclude that they will not economize too closely in the selection of household necessities and even luxuries.

There is noted an increased demand for German goods Holiday novelties, especially, are being picked up quite briskly, and there prevails an encouraging leaning towards the better wares.

Some nice orders have been booked during August by French houses that carry stock. Otherwise the movement has been only fair.

The growing preference among the purchasers of English wares for goods of the most expensive character is more than ever in evidence this year. China, especially, has been selling with snap. It is apparent that the English importers have tired of the effort to combat the American potteries on cheaper lines and are now directing their principal attention to the marketing of superior grades.

Concerning domestic pottery, there is no doubt of its active movement. The Trenton manufacturers declare that this has so far been a banner year for them, and the reports from East Liverpool and other Western centres summarize the situation in much the

same manner. The only feature to elicit dissatisfaction seems to be the undesirable popularity of cheap lines.

Lamps have begun to experience the inauguration of earnest buying. The decorated glassware for attachment to gas and electric portables and like pieces is in fine request already.

Manufacturers of domestic toys and housefurnishings are in receipt of excellent business. The toy factories, especially, are really overcrowded in many cases

A fair improvement in retail trade in New York and vicinity is noted. This is probably due to the return home of housewives from summer sojourns and their consequent preparation of the household for the approach of winter. By the middle of September it is expected that shopping will have resumed in earnest.

Trenton.

While the Eastern business has not come up to expectations so far, trade on the whole is in advance of last season. The increased patronage from the far West and South, together with the well-maintained demand from the middle West, is responsible for this. When the many Eastern buyers now on vacation trips return to business it is believed that the purchases will compare favorably with the increased requests from other quarters.

Shipments have been delayed to some extent during the past three or four weeks because of the hot weather, which has had the effect of keeping many operatives away from the potteries, despite the urgent solicitation of the manufacturers, who are anxious to satisfy the growing demand for prompt deliveries.

The fairly brisk call for high-priced goods earlier in the fall prompted the hope that a big season would be experienced on wares of this character. But the selection nowadays is principally of medium and cheaper goods.

Pittsburgh and Vicinity.

The extreme sultriness of the weather over a large portion of the country the past week not only prevented the promised expansion of business during the week, but slightly curtailed its volume. A large proportion of the glass factories produced only about seventy per cent. of their usual output, owing to the unusually oppresive atmospheric conditions. A welcome change came on Saturday, and indications at present are favorable to more comfortable and vigor-inspiring weather.

General business conditions apparently were nev- better at the opening of September than at present. There are demands for practically everything that is being produced, with money in abundance in the hands of the people.

Making allowance for the weather handicap, the glassware trade was fully normal for the last week in August Orders are still conservative in size, but cover the whole field, and the situation is wholesome

East Liverpool and Vicinity.

Business conditions at the Western potteries continue good, and, considering the melting state of the weather the past week, a good movement in pottery was experienced here. Visiting buyers were few, though a fairly liberal amount of mail orders were received. Quite satisfactory returns were received from salesmen, especially from the West, Central West, and the majority of the Southern States. Pacific Coast trade is good. While some report a fairly good trade from their Eastern representatives, generally the demands from that section are the poorest so far, though promising better later.

Some of our potters who opened up a ten days or two-weeks display in New York city were disappointed at the first week's result, and their representatives cut short their allotted time and went into the smaller towns through the State, where they made better returns. Some, however, report a fairly satisfactory business from the metropolis. Generally all traveling salesmen are on their respective routes and are sending in a fairly satisfactory line of orders.

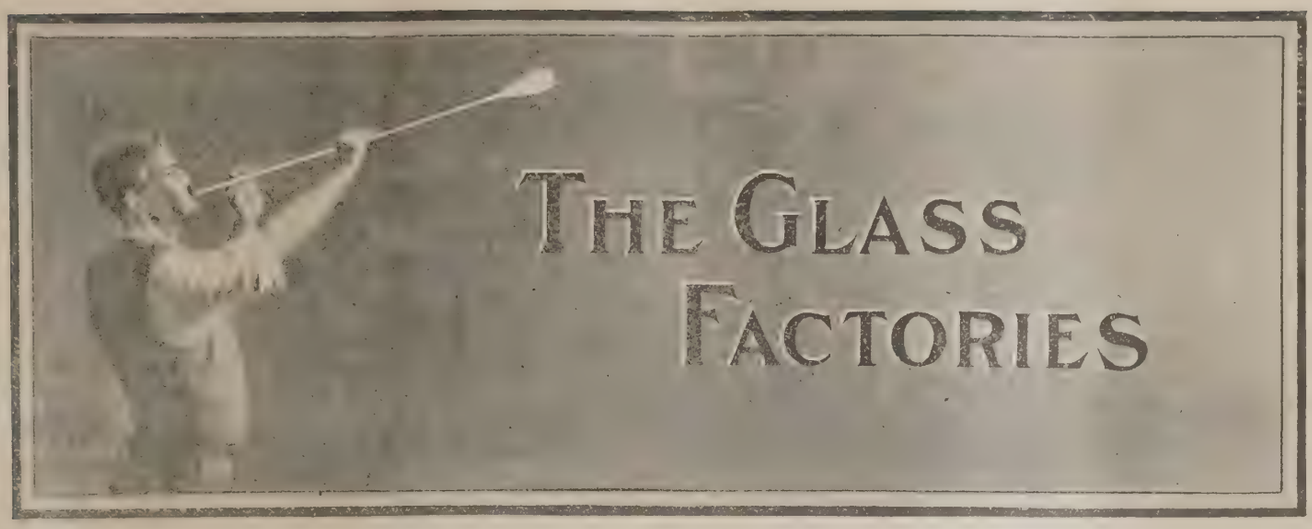
Wheeling and Vicinity.

There is no appreciable change in business conditions in this district. The potteries continue full of orders and are pushing along actively on practically all lines of pottery production.

Conditions at the glassware factories continue satisfactory, and movement in all lines of seasonable goods is meeting the expectations of the manufacturers. No one is complaining of the business situation or prospects.

FINDS POTTERY KILN OF CLIFF DWELLERS

A DISPATCH from Denver, Col., says that Franklin P. Henebry of that city is convinced that he has found in the Montezuma valley, in the southern part of the State, a pottery factory once belonging to the cliff dwellers. He is of the opinion that entire villages were engaged in this industry. He dug around some of the cliff dwellings, found everywhere quantities of the ancient pottery, and unearthed several furnaces in which were still pieces of charcoal.



Pittsburgh and Vicinity.

Manufacturing is proceeding smoothly and successfully in all branches of the glass industry represented by this journal, outside of bottles. No wage scale in this branch has been agreed upon, and it is still uncertain when the factories will start their new fires. It is now announced that a number of bottle plants are preparing to start Monday on last year's wage scale, agreeing to accept any new scale that may be made. How many will commence their new fires on these conditions is problematical; although less than half is now conceded by the best informed It is possible that last year's operations may be repeated, and no regular wage scale for this fire be made.

Everything in the tableware line is moving successfully, and the outlook is very propitious

Holiday goods have been showing an increasing proportion in current demands for some days at the various factories catering to this class of goods. Manufacturers are now confident of a large trade in these lines and are devoting liberal attention to them.

The bar goods and tumbler trade is maintaining good activity, with the best of prospects, while the movement in common tumblers, jellies and fruit jars bids fair to have an unusually long run this fall.

Decorated lamps are having a fairly normal movement, and will enter September with about the usual demand.

Cut glass has had an active season this year, and promises to have the largest trade this fall in its history.

The majority of the chimney factories are operating regularly, aud trade shows the usual conditions for the time of year.

The strike at the McKee-Jeannette factory on a dispute as to some working conditions only lasted a few days, and the workmen resumed their regular places again last week.

Wheeling and Vicinity

The factories in this district are now all operating regularly. These factories cover nearly all branches and play an important part in the glassware market. There are two exclusive fancy glass factories, half a dozen tableware plants, three or four lamp factories, several bottle concerns, a number of bar goods and tumbler plants, chimney factories, etc , and manufacturing shows a liberal increase in this district from year to year.

Steubenville, O.

The report that Gill Bros were planning to withdraw from Steubenville and concentrate their chimney manufacture at Toronto, O , where they built a new plant two or three years ago, is again current. Should this removal be made it would leave Steubenville—at one time an important glassware center—without any active plants. The Jefferson glass factory will move this fall to Follansbee, leaving only the Acme (Gill Bros) in active operation.

Coffeyville, Kas.

The work of construction on the new Mason fruit jar factory is well under way. It is believed that the buildings will be completed in time to permit the beginning of manufacture on Oct 1.

Kokomo, Ind.

The big Kokomo glass plant, known locally as the "Jenkins factory," has resumed operations again, after two years' suspension. Not all of the departments are operating as yet, but the whole plant will be under way in a short time The factory was destroyed by fire two years ago. It was at first thought that it would not be rebuilt, but the improvement finally went through. There are now about 200 men employed, and it is said that this number will be doubled when the whole plant is operating.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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92 West Broadway, New York.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, AUGUST 30, 1906.

SCARCITY OF SKILLED POTTERS.

IT came possibly as a surprise to persons not conversant with the situation to learn through the newspapers recently that there was a shortage of pottery operatives in certain branches in Trenton. But the condition has for a long time been recognized as inevitable by those familar with the facts. One of two things, of course, must be responsible. Either the young American of to-day is disinclined for one reason or another to make the sacrifices attendant upon apprenticeship to a trade, or else the labor union governing this particular industry is not liberal enough in its disposition of the apprentice question to keep pace with the progress of the ti nes Conversations with manufacturers on this subject lead to the opinion that while the scarcity of boys and young men disposed to apprentice themselves is the chief cause of the prevailing deficiency of skilled potters, the union is also partly to blame.

Speaking along this line, President F. S. Luther, of Trinity College, Hartford, Conn., recently made some very pointed remarks at the convention of the American Institute of Instruction. One portion of his address is especially worthy of reproduction: "To-day," said he, "there are few apprentices, and such as may still be found are learning very little. The labor unions restrict the number of apprentices to limits grotesquely below obvious needs. The boys suffer from the jealousy, ill will and incompetence of those who are supposed to teach them. The situation of a boy whose teachers wish him to remain ignorant is certainly lamentable. Partly as a result of these things the standard of excellence in American workmanship is surely deteriorating. The number of workmen who can do a good job is growing smaller and smaller."

While Mr. Luther's views are decidedly pessimistic, there is much that is true in what he says. His reference to the jealousy of the men is particularly worthy of reflection. In not only the pottery trade, but others as well, the journeymen exhibit a selfish determination to retard the advancement of the apprentices that would discourage the most ambitious of boys. These skilled workmen seem to fear that the industrial graduation of younger and possibly more active recruits is likely to imperil the security of their own berths. It is possible that knowledge of this fact may be among the causes for the absurdly few boys who nowadays evince a willingness to apprentice themeelves. Another important reason is the disinclination of the boys and their parents to consider apprenticeship because of the necessarily small salaries which are offered to beginners.

A greater number of apprentices is absolutely imperative because of the unwillingness of present-day journeymen to make small jugs and other equally undersized pieces. Their manufacture entails comparatively more labor and time than the larger pieces, and consequently the remuneration is not as great. These articles must be made, of course, and it looks as if it were up to apprentices to do it. But the present labor union restrictions will not permit the employment of boys for work of this kind. This fact suggests, therefore, that the union might contribute its share to the solution of an annoying problem by broadening the rule on this point.

No matter which of the various causes alluded to is most responsible for the present dilemma, the fact is patent that something must done to overcome it. The constant growth in the productive figures of the American potteries means that more understudies to the present workmen are needed. The Eastern and Western centres of manufacture contain many men who must at a comparatively early date depart from their benches, either because of death or old age. Who are to take the places thus made vacant ?

MEMBERSHIP IS STILL EXPANDING.

EIGHT more members were elected at a meeting several days ago of the Pottery, Glass and Brass Salesmen's Association, viz , Alphonsus J. Mueck, with C. Dorflinger & Sons; John W. Brass, with John Wygand & Co.; Herman L. Mantle, with Wheeling Potteries Co.; Edw. W. Casey, with J. P. Eustis Mfg. Co.: Fred O. Shattuck, with Geo. F. Bassett & Co.; Wm. J. McKenna, wite Kelly & Stein man; Calvin B. Roe, with Fostoria Glass Co.; Leroy Inge, with Frank M. Miller.

The officers have determined to increase their

original offer of a prize to members who secure new candidates. Instead of merely a lapel button of the Association, they will hereafter give members entitled to the award their choice between a watch-fob, pin or button.

MUST N'T BRIBE THEIR BUYERS.

BUYERS in the employ of the Kokomo, Ind., Dry Goods Co. must hereafter accept no gratuities from wholesalers, either directly or through their salesmen. This fact became known recently through the medium of a notice issued by the Kokomo house to wholesalers with whom they do business. The notice declared that the acceptance of these gratuities, no matter in what form they are extended, "must tend to cloud the judgment of the buyer and be an expense to the firm granting them." Furthermore, the Kokomo firm threatens to peremptorily close its account with any house not respecting its wishes in the matter

PERSONAL.

SOMETHING less than two weeks ago G. F. Young, president of the Roseville Pottery Co., politely declined to accompany C. S. Yeagle, the concern's New York representative, on an auto trip from Newark to Philadelphia. In expressing his regrets at that time Mr. Young, we understand, significantly remarked that he intended to increase the insurance on his life before assuming such unnecessary risks. That Mr. Young's perceptive faculties were in good shape is indicated by a report from Philadelphia concerning the ride, which Mr. Yeagle took alone. While going at fairly high speed along a perfect stretch of road near Philadelphia Mr. Yeagle undertook to drive around a rather sharp curve. The steering apparatus, however, became locked, and the car continued dead ahead. It hurdled a three-foot embankment and came to a standstill in the center of an adjacent field. Although Mr. Yeagle's digestive organs were pretty thoroughly disturbed, he escaped injury. The car, which is of the Ariel type, and only recently entered Mr. Yeagle's possession, was not badly damaged.

Frank Haviland has bought a farm up in northwestern New York, and it is reported that he has recently taken unto himself a wife for the second time.

A. G. Menzies is at his office at 32 Park Place again after having been confined to his bed for a couple of weeks in consequence of injuries sustained in an automobile accident. In company with a couple of friends Mr. Menzies was autoing on Ninety-fifth street something less than a month ago, and at the corner of West End avenue his car was struck by one of the massive "Seeing New York" machines. The impact hurled Mr. Menzies and the other occupants of the smaller car to the roadway. Two children in the larger vehicle were also unseated. Mr. Menzies was the most seriously hurt, having a wrenched back and badly cut and bruised limbs. He walks now only with the aid of a cane, but is able to attend to business.

Wm. Barris, who recently resigned as manager of the Evansville, Ind., Glass Co., is arranging for the location of a new glass factory in Boonville, Ind.

H. J. Wood, of Wood & Yeakel, arrived from England aboard the Carmania. He will remain here a few weeks.

"Uncle Joe" Harris, formerly with the Tarentum Glass Co., is now representing the West Virginia and Pennsylvania Sand Co.

J. E. Kennedy, formerly with L. Straus & Sons, and later with Hamburger & Co., started in last week with Carlowitz & Co., and will travel South.

J. F. Collins, president of the Hocking Glass Co, has returned to the factory after a brief stay in New York.

Early in November Miss Jennie Lilienthal, of the Lilienthal Crockery Co., Atlanta, Ga., is to become Mrs. L. Adler. Her prospective husband is a Philadelphian, and travels through the South for a neckwear house.

Norman C. Walker has started West in the interest of Meakin & Ridgway. A. B. Evans is doing New England, and will work West a little later on.

W S. Creveling severed his relations with the McKee-Jeannette Glass Works last Saturday in order to establish himself in the china and glass specialty and advertising novelty business. His office will be located in this city.

J. W. Wigley, art director of the Trenton Potteries Co., was observed in New York a few days ago.

A. B. Cobden, who manages an art studio in Philadelphia, was in town a few days ago, accompanied by his wife.

Theo. Frankel's well-known love for angling attracted him to Bramford, Conn., recently for a vacation of several days, and he accomplished the capture of many specimens from the depths of Long Island Sound, although, strangely enough, he has brought back no photograph to bear testimony to his success.

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This apparent carelessness is fully explained by his daughter, who candidly declares that no photographer's lens in Bramford was capable of reproducing such infinitesimally small objects.

Chas. Streiff, New York representative of Wm. Guerin & Co., is back from a vacation spent in the Adirondacks. He looks fit to tackle the biggest kind of a trade this fall.

F. J. Waight, who has been buyer for Schipper & Block, Peoria, Ill , has accepted a position with the Emery Bird-Thayer Co., Kansas City, to manage their china and glass departments, succeeding J. R. Irwin.

J. W. Cobb has been appointed the general merchandise buyer for the People's Department Store, Rochester, N. Y. He assumes his duties next Saturday, but will not really get into harness until the concern's new store is opened on September 15.

Quartered at the Hotel Bartholdi this week are A. H. Hays, with the Cook Pottery Co ; Fred Seegers, with Edwin M. Knowles China Co.; and Harry G. Mills, with the Homer Laughlin China Co.

Richard Graul, who is engaged in the china decorating business in Philadelphia, was observed in the District a few days ago

C. T. Raile, general manager of the A. Radford Pottery Co , has been in town for several days on a busiuess trip.

Maddock & Miller's trio of road representatives, H. P. Muirheid, Frank M. Warren and Wm E. Nye, are about to open fall campaigns. The last-named, in fact, has already gone forth. He left on Thursday of this week for a New England, New York and Middle Western expedition Messrs. Warren and Muirheid leave early next week, the former migrating South and the latter over his usual Eastern territory.

H. P. Knoblock, of the Colonial Co., came on from East Liverpool early in the week to see New York business friends.

Geo. B. Marsh, of Boston, Mass., the New England representative of Wood & Yeakel, has been here for several days on a business mission. T. A. McVicker, of San Antonio, Tex., who looks after the Southern welfare of the same concern, is also in town.

Geo Grant, formerly buyer for the late firm of D. McCarthy & Sons, Syracuse, N. Y., is spending a few days in New York. Mr. Grant has made no definite arrangements for the future, but negotiations are pending between him and a prominent house that seem likely to be closed in a satisfactory manner.

Otto Heins, assistant to C. S. Yeagle, manager of the Roseville Pottery Co.'s New York office, is enjoying a ten days' vacation at the Delaware Water Gap.

Geo. H. Bowman sailed for Europe on the Campania Tuesday for his regular fall buying trip abroad.

R. deG. Watson, of Paroutaud & Watson, is a home-coming passenger on the Provence, due to arrive in New York on Friday.

Next Tuesday John Davison's corps of road representatives go on tour J. W. French heads for the Pacific Coast, Elmer I Hughes invades New England, and "Jack" Wilson starts for the Middle West.

A brief telegram was received Wednesday afternoon announcing the death of Mrs. Miller, wife of Edward Miller, Sr., Meriden, Conn. The trade will extend their deepest sympathy to the venerable lamp man in the hour of his sorrow.

O. H. Sebring, president of the French China Co., Sebring, O., was a visitor to New York this week.

John W. Power, formerly buyer in the lamp department of Jordan, Marsh & Co., Boston, is now identified with Geo. Beals, commission business, 146 Franklin street, Boston, representing the Liberty Cut Glass Co , Goodwin & Kintz Co., Collins & Thompson, screens, and the Boston Brass Andiron Co. He is to cover New England. D. J. Mahoney is Mr. Power's successor at Jordan, Marsh & Co.'s.

THE NEW RATE LAW.

THE new railroad rate law is now in effect and has a most important bearing on importers on account of the through-bill-of-lading clause Some of the steamship interests at this port have consulted counsel and have been advised that if the steamship lines participate in through bills of lading they become subject to the new rate law and under its provisions will be unable to change their rates except on thirty days' notice. This ruling has spread consternation in the shipping business, and orders have been issued by several lines to their interior agents to participate in no more through bills of lading unless the railroad rate and the ocean rate are specifically stated.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

W D Broome, with Wm Barry D G Co, t, Saginaw, Mich. Grand.
J W Sheldon, with Sam'l Cupples Woodenware Co, hf, St Louis. Belmont.
J Sloman, with M Rich & Bros Co, t, Atlanta, Ga. Cadillac.
J S White Co. c, Augusta, Ga.
E Clark Kidd, c, Lexington, Ky.
L D Bassett, c, Kane, Pa.
J B Rose & Co, c, Canton, O.
O H Warwick, c, St John's, N S.
J B Renfrew, c, Coshocton, O.
Smith & Clark, c, Lexington, Ky.
Hankins & Hogshead, c, Uniontown, Pa.
G C Clemens, c, Tiffin, O.
C A Moore, c, Lima, O.
R B Jilson, c, Frankfort, Ky.
R A Outcalt, c, Hightstown, N J.
D & J Rosenbaum, c, Anderson, Ind.
F T Bishop, with Montgomery, Ward & Co, t, Chicago York.
S Y Pierce, with Henry Siegel Co, c, Boston Imperial.
G C Tonolla, with A Eisenberg, c, Baltimore. Wellington.
E H Wade, with Wm Barr D G Co, hf, St Louis. Seville.
F W Pickup, with H H Sturtevant & Co, hf, Zanesville, O. Cadillac.
Thos West & Co, c, Savannah, Ga.
Jas F Rose, of Foster. Rose & Co, c, Auburn, N Y.
I Rosenbaum, c, Mt Vernon, Ind.
Tilbrook & Co, c, Pittsburgh, Pa.
W R Parker, c, Beverly, O.
C W Smyth, c, Honesdale. Pa.
C O Erisman & Co, c, Lafayette, Ind.
A Troutman & Sons, c, Butler, Pa
T C Bunch, with W Hengerer Co, s, Buffalo. Imperial.
R Wineburg, c, Darlington, S C.
W E Nowlan, of Williams, Nowlan Co, c, Raleigh, N C.
Ely Bros, c, Jeannette, Pa.
S R Snyder c, Chambersburg, Pa.
H Dubois, c, Little Falls, N Y.
Robert H Lord, c, Springfield, Ill.
J Renkel, c, Augusta, Ga.
R F Runez, c, Tampa, Fla.
Otero Sobrino, e, Tora, Porto Rico.
A D Daffin, c, Marinana, Fla.
J Pfeiffer, c. Parsons, Kas.
E U Diepler, c, Shamokin, Pa.
A Krautheim, c, Muskegon, Mich.
R E Dale, c, Bedford, Ill.
W W Warrick, c, Pittsburgh
The Novelty Co, c, Victoria, Tex.
H B Foresman, c, Renova, Pa.
A P Spengler, with Bush & Bull. c Easton, Pa.
Daniel Rothschild, of Rothschild Bros, c, Ithaca, N Y.
R H Wootten, l, Milledgeville, Ga
Edw. Krause, with Krause China Store, l, Lebanon, Pa.
Thornton Bros, l, Lawrence, Mass.
Mr Mahoney and Mr Powers, with Jordan Marsh Co, c, l, Boston.
J F Varney, c, Wichita, Kas.
J C Legenton, c, Charleston, S C.
Henry Rempe, c, Lock Haven, Pa.
Mr Giles, with Loveman, Joseph & Loeb, c, Birmingham. Ala.
Mr Terry, of Terry Hughes Comer Co, c, Glasgow, Ky
B Gerson, c, Pensacola, Fla.
F M Truby, c, Coffeyville, Kas.
A Seidensticker, c, Hamilton, O.
H L Packard, with Heyman Co, c, Grand Rapids, Mich.
S M & E H Wilkes Co, c, Laurens, S C.
Stern & Monn, c, Canton, O.
Goodman Bros, c, Mooresville, N C.
Nordhoff & Co, c, Seattle, Wash.
Meserole & Horn, c, Mineral Point, Wis
I Rosenbaum, of Rosenbaum Bros, hf, Cumberland, Md Herald Square.
Geo S Dales & Co, c, Akron, O.
D O'Donnell & Co, c, Memphis, Tenn.

ONONDAGA TO HAVE NEW YORK OFFICE.

IT has been definitely settled that Edward M Uniack is to open permanent headquarters in New York for the Onondaga Pottery Co., Syracuse, N. Y. The location of the office and the date of the opening have not been fully determined as yet. While Mr. Uniack will devote the greater part of his time and attention to the new showroom, where the Onondaga line will be exhibited in its entirety, he will also continue to care for his road business as formerly.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end g Aug. 11,'06	Correspond-ing period 1905	Exports Jan. 1 to Aug 11,'06	Correspond ing period 1905
Boston	147	62	4475	3919
New York . . .	196	259	3857	4287
Baltimore. ..	458	278	9748	7771
Philadelphia	26	19	845	636
New Orleans	123	195	2783	2578
Newport News...	....	54	939	655
San Francisco.....	200	..	1137	585
Portland (Me.)...	60	8	585	231
Galveston..... ...	16	12	805	563
Portland (Or.).	....	...	687	347
Inland Points. ...	123	123	7683	9735
Total...	1352	1010	32949	31360

From the Freight and Shipping Circular of John Edwards & Co, Liverpool

TO	Shipments week end'g Aug. 11,'06	Correspond ing period 1905	Exports Jan. 1 to Aug 11 '06	Correspond-ing period 1905
New York	160	259	3929	4269
Boston .	147	62	4677	3719
Philadelphia...	26	19	805	635
Baltimore	458	278	9198	8061
San Francisco....	200	....	1107	585
New Orleans	123	195	2824	2511
Portland (Me.) .	60	8	485	191
Galveston	16	12	786	5.9
Newport News....	...	54	823	724
Portland (Or.)....	....	....	738	347
Inland Points.....	125	263	8461	9785
Total....	1315	1150	34078	30976



MANY out-of-town buyers are daily observed in the District, but they do not seem to be making purchases in any way proportionate to their numbers. The stock houses are getting the bulk of their attention, apparently, although domestic pottery, glass and lamp agencies also report an evident revival during the past couple of weeks.

Bawo & Dotter have just issued a catalogue that offers silent proof of the importance of this house in the realm of clocks. It is liberally illustrated and filled with interesting information concerning clocks of almost every known character. Among the specimens to which attention is called is the "Elite" tubular bell chiming hall clock, which was awarded the Grand Prize at St. Louis. The "Elite" is manufactured by Bawo & Dotter.

Bassett's letter writer, ever alive to the topics of the hour, makes an announcement this week in the so-called reformed English. His versatility and ability to put in terse language what he wishes to express are well known. His adoption at this time of the new spelling is but another evidence of his quickness to seize upon every opportunity to call attention to Bassett's stock patterns and Bassett China.

Arrangements have been closed between Taylor, Baron & Co., New Bedford, Mass., and Blau Bros. Co , Inc., whereby the latter will hereafter control the marketing of the first named concern's wares. This firm produces an excellent line of decorated shades and globes. Exclusive control of the selling end of their business has also been given to Blau Bros. Co., Inc., by the following firms: Keystone Cut Glass Co., Salo Art Metal Co., Schimper & Co., "Nearbronze" Statuary Co., and Skinner & Son. This places the office of Blau, with headquarters at 25 West Broadway and branch agencies in Philadelphia, Boston, Milwaukee and Los Angeles, in a position to gratify the trade's demands for almost everything conceivable in cut glass, metal lamps, portables and specialties, statuary, plain and mounted plateaux, comb, brush and mirror sets, etc.

Surrounded by specimens of the Cook Pottery Co.'s new fall line, A. H. Hays is registered for two weeks at the Hotel Bartholdi. The mere assertion that the Cook exhibit is this year larger and more varied than on the occasion of any of Mr. Hays' previous visits to this market is scarcely explanatory enough. It fairly teems with bright new conceptions in the matter of shapes as well as decorations. The underglaze patterns in dinnerware are particularly worthy of specification. Some excellent ideas are also exploited on the toilet goods. In the way of specialties it is necessary only to state that the concern never produced anything in previous seasons to even closely approach this assortment.

Carlowitz & Co. have augmented their stock of Japanese and Chinese porcelains during the last two weeks by some even more remarkable specimens than those previously shown. Under the direction of M. J. Geary, the manufacturers in the Far East, while retaining all the essentials that have made Japanese porcelain what it is, have modified and improved the color of the ware and adopted European ideas in decoration until they have not only produced most pleasing effects in form and color, but have succeeded in reducing the prices wonderfully. The values given are very great. For instance, a twelve-inch chop plate, done in floral effects with a liberal use of paste gold in two colors, beautifully executed, is offered for $2.50. Such figures cannot fail to attract buyers.

While the new "skirt" shade from the Phoenix Glass Co. promises to prove the stellar attraction among that concern's offerings this fall, there are other very worthy specimens in the line, among them being a panel-shaped dome that is especially

good. The decorative schemes this year exploit many refreshingly new ideas. The conventionalization of floral motives predominates, and many of the effects obtained are very attractive.

Among the most interesting of the new window displays in the District is one of Indian pottery at 54 Murray street. The pieces are exact reproductions in shapes and decorations of the very best examples of prehistoric North American Indian pottery exhumed from various ruins in the Southwest The production of this ware by the Clifton Art Pottery has been accomplished only after years of study and investigation, to which eminent United States Government officials have contributed in no small degree. The modeling of this pottery is authentic in every detail, except where the requirements of modern civilization make necessary slight changes. The decorations exemplify the beautiful ideals, sentiments, religious beliefs and symbolisms of the aboriginal American Indians, and in this regard the ware is educational besides possessing ornamental and practical purposes. Every piece in the collection is stamped with the name of the locality where the original was found. The assortment is largely made up of vases, jugs and mugs. There are also jardinieres, pedestals, fern dishes, candlesticks and umbrella stands, which, while they have had no prehistoric originals, are modeled and decorated in a manner identical with the other pieces. W. H. Dunn & Co. have been engaged to act as distributing agents for the line.

Tomatoes and melons are reproduced with remarkable fidelity in a line of opal sugars and creams, salts and peppers, mustards, jugs and tobacco jars from the Hocking Glass Co., of which an exhibit is made by Theo. Frankel at 25 West Broadway.

L. Straus & Sons have made a great hit with their green fireproof cooking ware. Everyone who has bought it is loud in its praise, and the best evidence of its value lies in the fact that those who have purchased once are sure to re-order. This is but one of the numerous lines of pottery which this firm carry, and they have now on view complete assortments of everything that goes to make up a first-class stock of china and glass, ranging inprices from the lowest to the most expensive. In all the years of their experience they have never had so many or so good lines as they are showing at the present time.

The Wayne Cut Glass Co., Honesdale, Pa., has appointed John H. Ling its local representative at 66 West Broadway.

W. M. Warrin has engaged a sample-room at 76 Park Place and will occupy it on and after next Tuesday with pottery and glassware lines of which he has secured the local agency.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending August 28, 1906.

ANTWERP

129	packages	glassware	B Gunthel
78	"	"	Miscellaneous Orders
3	"	chinaware	Ceramic Importing Co
8	"	"	F W Jenkins & Co
76	"	"	L Straus & Sons
24	"	"	J H Venon
72	"	earthenware	Strobel & Wilken Co
6	"	"	Chas Ahrenfeldt & Son
67	"	"	G F Bassett & Co
2	"	"	Geo Borgfeldt & Co
19	"	"	O Goetz
15	"	"	Koscherak Bros
51	"	"	L Straus & Sons
115	"	toys	Strobel & Wilken Co
51	"	"	Hamburger & Co
43	"	"	L H Mace & Co
85	"	"	Geo Borgfeldt & Co
154	"	"	B Illfelder & Co
127	"	"	Samstag & Hilder Bros
153	"	"	Miscellaneous Orders

BREMEN

11	packages	glassware	L Straus & Sons
59	"	"	Strobel & Wilken Co
30	"	"	Miscellaneous Orders
10	"	chinaware	C E Wheelock & Co
8	"	earthenware	Geo Borgfeldt & Co
148	"	"	Strobel & Wilken Co
1	"	toys	Geo Borgfeldt & Co
246	"	"	Strobel & Wilken Co

HULL

52	packages	chinaware	C Ahrenfeldt & Son

HAMBURG

152	packages	glassware	L Straus & Sons
29	"	"	G F Bassett & Co
103	"		Eimer & Amend
47	"	"	Fenesterer & Ruhe
18	"	"	O Goetz
1	"	"	Hamburger & Co
2	"	"	Koscherak Bros
9	"	"	Knauth, Nachod & Kuhne
85	"	"	F Bing & Co
73	"	"	Strobel & Wilken Co
377	"	"	Miscellaneous Orders
49	"	chinaware	Strobel & Wilken Co
59	"	"	C E Wheelock & Co
19	"	earthenware	G F Bassett & Co
59	"	"	C Ahrenfeldt & Son
2	"	"	L D Bloch & Co
73	"	"	F Bing & Co
140	"	"	Bawo & Dotter
28	"	"	Higgins & Seiter
16	"	"	Hamburger & Co
11	"	"	Kmy-Scheerer Co
88	"	"	Koscherak Bros
31	"	"	Knauth, Nachod & Kuhne
7	"	"	Julius Palme
52	"	"	L Straus & Sons
6	"	"	E R Thieler
37	"	"	Geo Borgfeldt & Co
91	"	"	Eimer & Amend
133	"	"	Strobel & Wilken Co
84	"	"	Miscellaneous Orders
37	"	toys	Geo Borgfeldt & Co
21	"	"	Bawo & Dotter
24	"	"	Hamburger & Co
113	"	"	B Illfelder
3	"	"	Samstag & Hilder Bros
1	"	"	A Steinhardt & Co
12	"	"	C B Rouss
32	"	"	L H Mace & Co
217	"	"	Strobel & Wilken Co
269	"	"	Miscellaneous Orders
6	"	harmonicas	Strobel & Wilken Co









SPECIMENS OF INDIAN POTTERY FROM THE CLIFTON ART POTTERY, NEWARK, N. J.

These pieces are modeled and decorated in exact imitation of the wares produced by the North American Indians in prehistoric times.

LIVERPOOL

18	packages	chinaware	Bawo & Dotter
53	"	"	F P Abbot
29	"	"	L D Bloch & Co
198	"	"	Haviland & Co
6	"	"	Strobel & Wilken Co
2	"	earthenware	L Straus & Sons
13	"	"	J Davison
10	"	"	Maddock & Miller
30	"	"	Strobel & Wilken Co
2	"	"	Miscellaneous Orders
4	"	glassware	J Davison
26	"	toys	Strobel & Wilken Co

LIMOGES

251	packages	chinaware	W L Briggs

SOUTHAMPTON

60	packages	chinaware	Paroutaud & Watson
4	"	"	Bawo & Dotter
4	"	"	C L Dwenger
3	"	"	J H Venon
19	"	"	Wm Guerin & Co
15	"	"	Miscellaneous Orders

GENOA

7	packages	earthenware	Bawo & Dotter
21	"	"	Miscellaneous Orders

ROTTERDAM

30	packages	earthenware	Strobel & Wilken Co
11	"	"	L D Bloch & Co
5	"	"	Ed Butler jr
229	"	"	Geo Borgfeldt & Co
105	"	"	Bawo & Dotter
8	"	"	Hamburger & Co
15	"	"	B Illfelder & Co
27	"	"	L Straus & Sons
15	"	"	Samstag & Hilder Bros
93	"	"	Miscellaneous Orders
143	"	chinaware	C E Wheelock & Co
12	"	glassware	Bawo & Dotter
2	"	toys	Geo Borgfeldt & Co
19	"	"	Bawo & Dotter
20	"	"	Hamburger & Co
132	"	"	B Illfelder & Co
50	"	"	R H Macy & Co
18	"	"	F A O Schwartz
19	"	"	Strobel & Wilken Co
154	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

216	packages	earthenware	Jones, McDuffee & Stratton Co
4	"	"	Richard Briggs Co
1	"	"	Reichner Bros
58	"	"	Geo Borgfeldt & Co
8	"	"	Jordan Marsh Co
15	"	"	American Express Co
1	"	"	L P Hollander
52	"	"	Mitchell, Woodbury Co
60	"	"	Miscellaneous Orders

HAMBURG

41	packages	earthenware	Jones, McDuffee & Stratton Co
10	"	"	C J Pierce & Co
5	"	"	Brown Bros. & Co
105	"	"	Boston and Maine Railroad
7	"	"	American Express Co
9	"	"	L Wolf & Co
18	"	"	Brown & Potter
54	"	"	Houghton & Dutton
67	"	"	R F Downing & Co
270	"	"	Geo Borgfeldt & Co
7	"	"	Jordan Marsh Co
58	"	"	W N Proctor & Co
7	"	"	Stone & Downer
230	"	"	First National Bank
1	"	chinaware	C E Wheelock & Co

ANTWERP

10	packages	earthenware	Jones, McDuffee & Stratton Co
2	"	"	Richard Briggs Co
2	"	"	American Express Co
9	"	"	Houghton & Dutton
8	"	"	R F Downing & Co
141	"	"	Geo Borgfeldt & Co
10	"	"	J B Moors & Co

COPENHAGEN

58	packages	earthenware	Geo Borgfeldt & Co

TO REOPEN BARBERTON PLANT.

IT is expected that the plant of the Barberton, O., Pottery Co. will within the next few days pass into the hands of the Electrical Insulator Mfg. Co, which has been capitalized at $100,000. The Barberton pottery has been idle for about a year, when it passed under the control of the courts. Later it was purchased by M. O'Neil, O. C. Barber and H. B. Camp. The latter recently gave A. L. Dyke, representing Akron and Cincinnati capitalists who are to finance the electrical insulator enterprise, an option on the property. Mr. Dyke says the plant will be in operation before the end of September with three hundred employees.

GLASS MANUFACTURER TRIES SUICIDE.

LIFE had ceased to possess any charms for V. T. Clayton, president of the Mannington, W. Va., Glass Co., by the time he reached Baltimore from Atlantic City several days ago. Determined to die, he yanked a revolver out of the hip-pocket of a policeman, and was about to shoot himself when overpowered by bystanders. A little later he dashed towards a gate leading to the railroad tracks of the Baltimore & Ohio system with the apparent intention of flinging himself in front of a train. But again he was prevented from suiciding. Mr Clayton was then arrested and sent to jail for a week in order to give his material future more serious consideration. Financial difficulties are given as the cause of his loss of interest in life.

BEGINNING YOUNG.

EARLY last Monday morning a bright little boy applied for a position at B. F. Drakenfeld & Co.'s establishment, and his alert, manly bearing won him an engagement on the spot. A couple of hours later the youngster was sent downstairs on an errand. He reached the lower floor about the time that one of the attaches of the house had placed $1.85 in change on a counter while temporarily occupied in the filling of an order. When the boy returned to the main floor he requested the privilege of visiting the post office. He hasn't returned yet; neither has the $1 85. Confidence in juvenile integrity, it might be remarked, is at present below par around the Drakenfeld establishment.



Trenton.

Thos. W. Obert, formerly connected with the Ceramic Art Co., has been engaged by the General Mfg. and Supply Co. to take charge of the new handpainted china department that has just been established by the concern. The first specimens were brought out last week, and their artistic character indicates that the venture is destined to be highly successful. Among the things to which Mr. Obert and his co-artists are now directing their decorative attention are berry sets, teapots, sugars and creams, cups and saucers, ice cream sets and novelties.

* *

The passing of hot weather will be welcomed by none more warmly than the local manufacturers of pottery. Operatives have absented themselves from work in embarrassingly large numbers during the warm period, and shipments have accordingly suffered. While no heat records, possibly, have been created during August, it is safe to assert that pottery production here has never been affected to such an extent in the same month during any previous year.

* *

Chas. H. Skirm, formerly interested in pottery manufacture, was operated upon last week for the removal of his left eye, of which he lost the sight some time ago. The operation was performed at the Hahnemann Hospital in Philadelphia.

* *

Henry D. Phillips says that he will appeal to the United States District Court for a reversal of the decision of Samuel D. Oliphant, referee in bankruptcy, who recently refused to recognize all of Mr. Phillips' claim of $80,000 against the Hart Brewer Pottery Co. Referee Oliphant, in his decision, disallowed certain items in the Phillips claim on the contention that there were no vouchers to prove them. He held also that Mr. Phillips had not paid his stock subscription of $20,000, and this much of the claim should go for the benefit of creditors.

* *

The managers of the Trenton School of Industrial Art are endeavoring to interest local manufacturers in the proposal to establish a museum in connection with the school. Specimens of every class of commodity made here are desired. The pottery exhibit has an excellent nucleus in the Alice Maddock collection of china.

* *

While driving home a few days ago from Pineville, N. J., Abraham Bernstein, a local crockery merchant, was held up and beaten by five highwaymen. It is Mr. Bernstein's custom to visit Pineville once a month with a wagonload of crockery. He had sold a couple of hundred dollars' worth on the day of the assault, and the highwaymen demanded the money Upon his refusal he was yanked from the wagon, badly beaten, and then deprived of his wallet. Several farmers were attracted to the scene by his cries, but the robbers had made their escape.

* *

Nine kilnmen employed at the plant of the Star Porcelain Co. went on strike last Monday because of the firm's refusal to grant them an increase in wages of one and one-third cents an hour. The company says the places of the strikers have been filled and that manufacture will not be affected.

East Liverpool and Vicinity.

The Western potteries were generally comfortably busy the past week, if work in such oppressive weather can be comfortable. A fairly liberal amount of pottery was noted moving in the streets and at the depot. Business is generally considered favorable, under present conditions, for the closing week in August, and confidence in a full fall trade is entertained by all pottery manufacturers in the West.

* *

A good deal of interest in the Congressional nomination for this district has been manifest here this week. The convention was held at Youngstown, and several of our potters attended it as delegates and visitors. They were generally in favor of renominating the present incumbent, Mr. Kennedy, who carefully looked after their interests during his first term, and asks for a second. After a deadlock of four days and 250 ballots the convention adjourned on Friday over to this week, and from Youngstown to Salem.

The peculiarity of the situation here is that East Liverpool is supporting the present incumbent, Mr. Kennedy, a Mahoning County man, against its own Columbiana citizen, Mr. Speaker—an excellent and able man for the place.

* *

A number of manufacturing potters were still absent the past week, rusticating in the country and enjoying themselves at resorts during the heated term. Business at the potteries, however, was moving along successfully under the various managers.

* *

Dinner ware still comprises the larger portion of the demands at the average pottery, although attention is being given to attractive lines of specialties.

* *

The Western potteries will enter September this week under more favorable conditions than they did the same month last year.

Wheeling.

The Wheeling Potteries Co. make good reports in regard to their trade. They were never busier and never had as large a call for holiday specialties at the close of August than at present, while their high grade dinnerware is moving out liberally.

* *

Business at the Warwick China Co. is maintaining the strong proportions exhibited since their July opening. They are putting out more of their Ioga specialties than ever before at this time, while their excellent dinner lines are moving actively.

Kittanning, Pa.

The first glost kiln at the Pennsylvania China Co.'s plant was drawn several days ago. It was entirely successful, and hereafter the kilns will be drawn regularly. Just at present this pottery is producing only plain C. C., but it is the reported intention of Chas. Howell Cook, the new owner, to broaden the scope of the plant's product as soon as possible. Mr. Mellor is giving his personal attention to the operation of the factory until it gets into perfect working order. Mr. Cook also makes frequent trips from Trenton to observe the progress of things.

OKLAHOMA'S NEW POTTERY.

IT is evident that the promoters of the pottery enterprise in El Reno, Okla., mean business. They have filed papers of incorporation at Guthrie, Okla., under the corporate name of the El Reno China Co., the capital stock of which is placed at $200,000. The Commercial Club has donated the site, and the company promises to begin work within sixty days. Among the incorporators are W. T. Baring, Toronto, O.; C. R. McMahan, Salineville, O.; C. D. Moore and Sterling Price, Huntington, W. Va.

BUSINESS BRIEFS.

Disco Bros. have opened a new crockery store at 271 Main street, Norwich, Conn.

Fire last week gutted the building at Nos. 546 550 Main street, Buffalo, N. Y., which numbered among its occupants the National Glass Co. and Welsbach Light Co.

The contents of the loft at 27-29 West Fourth street, this city, occupied by Amberg, Brill & Ullman, importers of dolls and china, were damaged by fire recently.

A petition in bankruptcy has been filed against the Stillman Safety Lamp and Heater Co., Yonkers, N. Y. The company was incorporated on October 16, 1905, with a capital of $150,000.

Capitalists of Evansville are proposing to establish a $75,000 glass plant in Boonville, Ind, and have made a proposition to the Boonville Business Men's Club, asking for a contribution of $15,000 and a factory site. Wm. Barris, former manager of the Evansville glass plant, is the promoter.

An outing of the employees of Almy, Bigelow & Washburn, Salem, Mass., was recently given by the firm. The affair differed from predecessors in that the public was also invited. A large number of outsiders accepted, and the firm proposes to make these outings of annual occurrence hereafter.

CALIFORNIA JOTTINGS.

EXCAVATIONS are being made on the northwest corner of Folsom and Second streets, San Francisco, for a building that will cost $50,000. When completed in October the structure will become the permanent quarters of the Hollub-Gabriel Co., importers and jobbers of crockery, glassware, etc. It will be the first modern store of its kind erected in San Francisco since the late calamity.

Remarkable building activity was shown in San Francisco last week. During the week 316 building permits were issued of a total valuation of $1,273,000. Of these 180 were for permanent buildings which were begun during the week.

A manufacturers' agency is to be established shortly in Pasadena, Cal., by J H. Hollywood, who has heretofore been connected with the *Housefurnishing Review*, of New York city. Among the lines that Mr. Hollywood is to represent is that of the Salo Art Metal Co.

Owing to the recent death of A. K. Erwin, the principal owner, the Imperio Department Store Company, Los Angeles, Cal., has been dissolved.



ONE OF THIS YEAR'S NOVELTIES.

Exclusively Controlled by us.

Green Fire-Proof Ware

IN SUPERIOR HIGH-GRADE IMPORTED GOODS.

PRICE LIST ON APPLICATION.

WE sell these goods on Importation order, and can also supply immediate wants from our enormous reserve stock—the largest in the world carried for instant delivery by any house in our line.

L. STRAUS & SONS,

42-46 Warren and 116 Chambers Sts., New York.

Paris, 21 Rue de l'Echiquier. Limoges, France. Rudolstadt, Thuringia.

Steinschönau, Bohemia Carlsbad, Bohemia.

Cut Glass Works, 794 to 800 Tenth Avenue, New York City.

IN THE HOUSEFURNISHING WORLD.

A. W. Wilbrandt has been appointed receiver for the Wisconsin Woodworking Co., Milwaukee, Wis.

* *

The Kespohl-Mohrenstein Co., department store, Quincy, Ill, has again suffered loss by fire, having been damaged before on August 14 last.

*

Mr. Buxton has withdrawn as a partner in Holt's housefurnishing firm, Mt. Gilead, O. Jas. H. Holt, the other partner, will continue the business.

* *

A new department store will start at Sixth and Forest avenues, Des Moines, Ia., September 1, in the new building recently built by J. M. Orvis. The stock is now being installed.

* *

A petition in bankruptcy has been filed against Chas. Langberg, dealer in housefurnishing goods at 729 Tenth Avenue, this city. A marshal has taken possession of the stock, which is estimated at $600.

* *

September 18 is the date announced for the opening of the new store of the Associated Merchants' Co., on Thirty fourth street, between Fifth avenue and Broadway, and which is to run through to Thirty-fifth street. The store will be known as McCreery's and will make the second McCreery store in New York, the other being on Twenty-third street.

BURSTED WATER PIPE CAUSED TROUBLE.

THE bursting of a three inch water pipe on the Twenty-first street side of the fifth floor of the O'Neill-Adams department store, Sixth avenue, this city, last Thursday morning flooded the building and threw the two thousand women in the store into a panic for a short time. Three women fainted in the elevator on the Twentieth street side of the building, but were quickly revived. For five minutes the elevators, which are run by hydraulic pressure, stopped, many of them between floors. Vice-President Billings ordered all the doors closed, and sent the floorwalkers and superintendents among the shoppers, assuring them that the water in the bursted pipe had been cut off. When quiet was restored the shoppers left the building. For two and a half hours the store was closed.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

WANTED—Position as traveling salesman for pottery, glassware or lamps Have had wide experience in all of these lines. Have extensive acquaintance among buyers of same. Can furnish very best of references as to character and ability. Address Box 411, this office.

HELP WANTED.

WANTED—Salesmen to sell a line of gas and electric shades on commission. Address Box 409, this office.

WANTED—A 1 salesman, with an established trade in the West, by an English importing house. State salary expected Address Box 410, this office.

WANTED—A young man with experience to sell Japanese goods on the road. SHIMAMURA & Co, 579 Broadway, New York.

WANTED—A man who understands the china business as a head retail salesman and assistant manager of our retail business—one who can sell goods and divide some of the responsibilities with the manager. Must be of good appearance and experienced. Address, stating full particulars and salary expected, GEO H. WHEELOCK & Co., South Bend, Ind.

WANTED—Live crockery salesmen to represent an American pottery with established reputation for highest quality dinner ware and art goods in South, Middle West and Northwest. Must be able to sell the goods at right prices. State all particulars in first correspondence. Address ORLEANS, this office.

WANTED, SALESMAN—We want the best china and glassware salesman in the country to handle hotel, steamship, restaurant and the bar trade. Ordinary glassware salesman will not do. Salary $5,000 to $8,000. Write us to-day. HAPGOODS, 305 Broadway, New York.

FOR SALE.

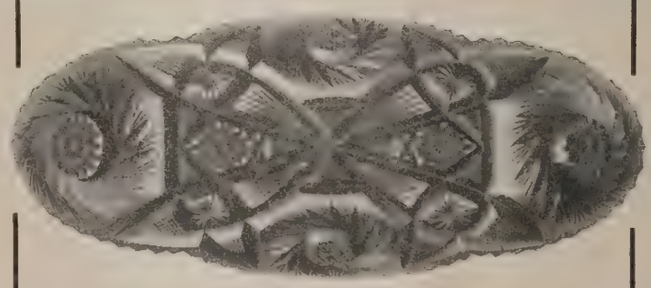
TABLES suitable for the display of china. In good condition, and at a bargain price. J. H. VENON, 43 to 51 West Fourth Street, New York.

TO LET.

HALF of large sample room, Crockery Exchange Building, 25 West Broadway. Inquire in office of building.

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equalled. Absolutely the best quality, with low price.

H. C. Fry Glass Co.,

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.



Illustration shows the 5-oz Saucer Champagne of one of our latest productions in Lead Blown Stemware—No 13634 Pattern, made from Rich Lead Glass, with the SILVERY RINGING TONE—THE KIND WE MAKE.
This design contains 14 different articles, and is also made with Needle Point Etching No 266.

United States Glass Co.,

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

Separate catalogues of the different branches of our business furnished on request.

BRANCH SHOWROOMS:

New York, 29 Murray St. **Philadelphia, 9th & Market Sts.**
Boston, 144 High St. **Baltimore, 110 Hopkins Place.**
Chicago, 409 Atlas Block. **San Francisco, 18 Sutter St.**
St. Louis, 617 Granite Building, 4th and Market Sts.

New Lines of Dinner Ware and Staple China for Spring Importation.

Special Attention is called to our Import Line of

CHINA. **EASTER NOVELTIES** PAPIER MACHE.

SAMPLE LINES OF CHINA, DOLLS AND TOYS ON SALE.

HAMBURGER & CO.,

28-30 West 4th St., New York.

THE NEW COLOR HOUSE.

L. Reusche & Co.,

71-73 Park Place, New York.

Our Mr. Louis Reusche has been identified with pottery and glass manufacture for twenty-eight years.

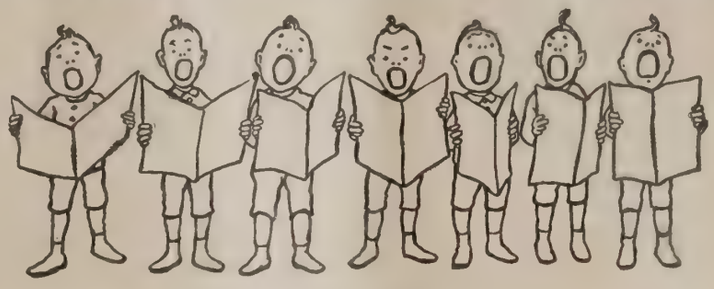
Colors and Materials for Pottery, China and Glass Decoration, Enameled Ware, etc.

Sole Agents for JAMES HANCOCK & SON, Diglis Ceramic Art Color Works, Worcester, England.

Sole Agents for JOHN LAMB'S Potters' Printing Paper in sheets and rolls.

ELARCOITE (a substitute for Oxide of Tin). Write for sample and prices.

FACING THE MUSIC



HELPS KEEP YOU ON RIGHT LINES,

and it's essential to know just where to find them. We have added to our three China Art Lines—THO-PE, JOMAS and TEE-AN-E—three additional China Art Lines,

ROYAL, IRIS and PETITE,

making six distinct and separate art treatments of pieces ranging in price from $4.50 a dozen to $72 a dozen; and we will have ready within two weeks another—the seventh of these China Art Lines—which we consider the most artistic, rich, mellow-tone effect of any American or imported product. FACE THE MUSIC!

The AMERICAN CHINA CO., Toronto, Ohio, U. S. A.

New York City Representatives:
DEMOREST & CO., 46 Murray St.

Please Your Customer

NEW LINES NOW READY.

Very Easy With the Dealers Who Handle

WELLER Pottery WARE

SAMPLES AT OUR SALESROOM

BOSTON, 146 Franklin Street. | NEW YORK, 57 Park Place. | CHICAG, Glass & Crockery Exchange 186-188 Fifth Ave.

Factories and Main Office: ZANESVILLE, OHIO.

FENSTERER & RUHE,

Importers Glass and Chinaware,

NEW YORK, = = = 47 MURRAY STREET.

BLANKS FOR CUTTING.

G. Fensterer, Berlin.
W. H. Warrington, Toronto, 18 E Front

A Great Aggregation of

Japanese and Chinese Porcelains

just opened for inspection by

Carlowitz & Co.,

537 and 539 Broadway, New York.

Telephone 1966 Broad.

GREAT VALUES.

THIS line includes some of the prettiest patterns ever shown in Fancy Bishue Porcelain, comprising assorted Vases, Bric-a-Brac and Tableware; also Bronzes, Ivories and other specialties of the countries, in both oriental and occidental designs.

We are offering special drives in Tizans, Satsuma and Moriage Vases, all sizes, for immediate delivery.

A large stock of desirable goods now ready for instant shipment.

Complete lines of Teakwood Furniture.

It will interest you to see our goods. The prices will astonish you.

SAMPLE PACKAGE

Intaglio Engraved

CRYSTAL and GOLD GLASS

26 Pieces for $25.00 Net

INCLUDING PACKAGE CHARGES.



Asst. No. 3618C. 26 Pieces for $25.00 net.

CONTENTS

1 Bowl, 8 in	Retail at $4.50 each		1 High Foot Comport	Retail at $1.50 each	
1 Bowl, 7 in	"	3.00 "	1 " " "	"	1.00 "
1 Nappy, 5 in	"	2.00 "	1 " " "	"	1.50 "
1 Plate, 5 in	"	2.00 "	1 Hld. Basket	"	3.00 "
1 Nappy, 8 in	"	3.75 "	1 Bowl, 7 in	"	4.50 "
6 Bonbons, Hld	"	.50 "	1 " 5½ in	"	1.50 "
6 " Footed	"	.65 "	1 Nappy, 7 in	"	2.75 "
1 Loving Cup	"	2.25 "	1 " 7 in	"	3.00 "

MADE AT OUR OWN FACTORY, STEINSCHOENAU, BOHEMIA.

Genuine Gold Leaf used---will not Tarnish.

BAWO & DOTTER

26 to 34 BARCLAY STREET, NEW YORK CITY



BASSETT CHINA FACTORY.

22 GLEBE BUILDINGS,
STOKE-ON-TRENT
ENGLAND

GEO. F. BASSETT & CO.
IMPORTERS OF
POTTERY AND GLASSWARE.
49 Barclay & 52 & 54 Park Place

New York, Sept. 6, 1906.

Deer Sur:

We ar trying our best tu bak up Prezident Rozvelt in his efort tu mak gud spelerz ov pepl who uz the Inglish langwij; but, tu tel the truth, we think that we and the Prezident ar going tu hav a hard tim tu mak pepl du the rite thing. No tew men kan send out an edikt and hav pepl du what they want them tu du. The langwij is a setld thing, and we kan't chanj it. It iz just az difikult tu du it and just az hard a job for the Prezident tu inorgurat a chanj az it wud be tu perswad pepl intu thinking that Bassett China and Bassett English Stock Patterns ar not the best thing a krokery seler kan hav in his stok.

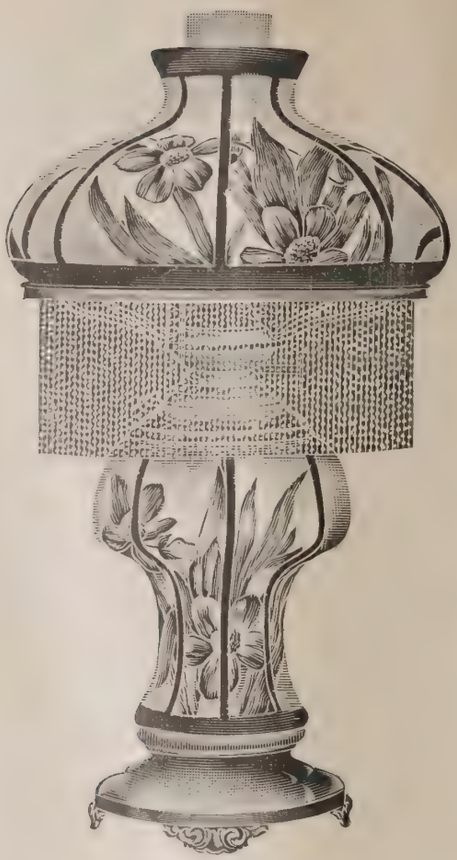
Yurz truly,

GEO. F. BASSETT & CO.

PITTSBURGH'S FAMOUS SHADE and FRINGE LAMPS.

Exclusive and Artistic.

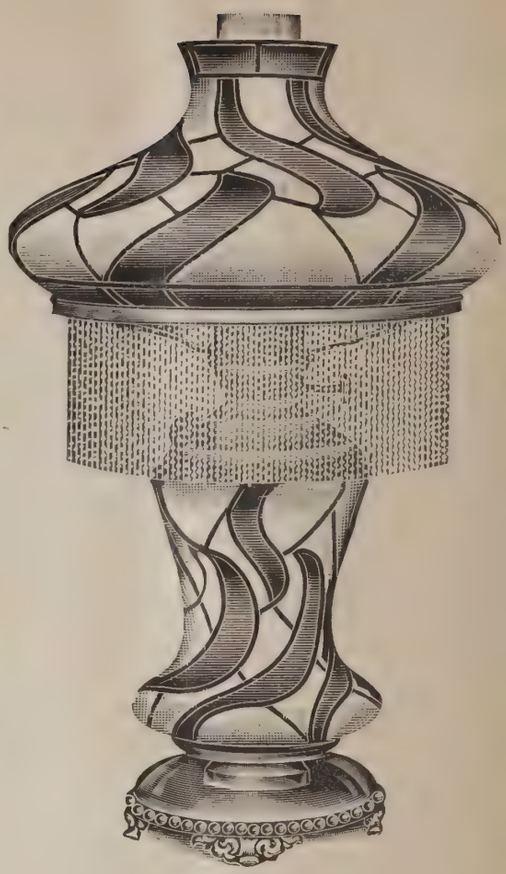
Each lamp fitted with our 100-candle power "Success" centre draught burner.



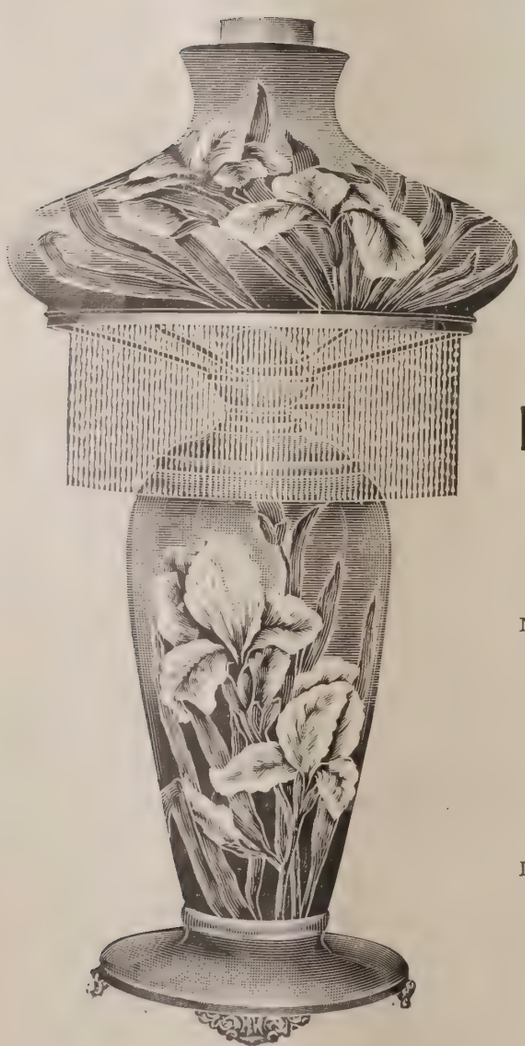
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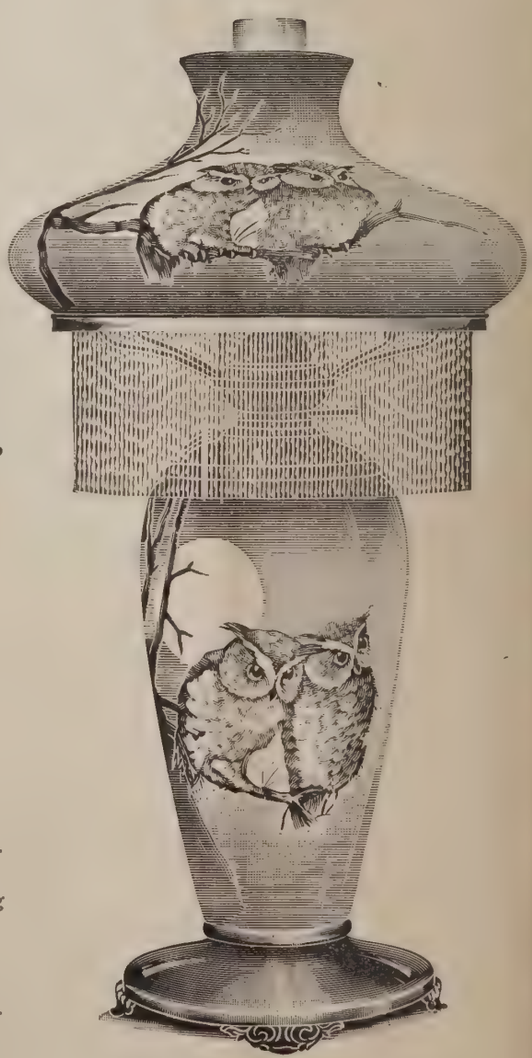
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No. 6252.



No. 6255.



No. 6253.

Pittsburgh Lamp, Brass & Glass Co.

PITTSBURGH, PA.

BRANCH OFFICES AND SAMPLE ROOMS:

New York, 82 West Broadway.
Philadelphia, 731 Arch St.
Chicago, 167-169 Wabash Ave.
Boston, 109 Pearl St.
Baltimore, 122 West Baltimore St.
Buffalo, N. Y., 611 Main St.
Cleveland, O., 203 Caxton Building.
Cincinnati, O., 110 E. Third St.
Detroit, Mich., 99 Woodward Ave.
Indianapolis, Ind., 22 S. Capitol Ave.
Des Moines, Ia., Rooms 9-10 News Arcade B'ld'g
Salt Lake City, Utah, 129 E. Third South St.
Minneapolis, Minn., 118 Fourth St., North.
Omaha, Neb., 306 South 12th St.
San Francisco, Cal., York St., near 20th.
Denver, Col., 1517 Lawrence St.
Seattle, Wash, 318 Hinckley Block.

CROCKERY AND GLASS JOURNAL

NEW YORK, SEPT. 6, 1906.

THE CONDITION OF BUSINESS.

New York.

Even though the week started off with the handicap of a holiday, the wholesale and retail business returns in this city promise to reach pretty satisfactory proportions before Saturday evening The arrival of buyers from other cities has, of course, experienced a diminution in consequence of Labor Day, but there has been a fairly good attendance, for all that. The retail trade has revived to a noticeable extent since Monday. Summer sojourners are returning in swarms to their homes here and nearby, and the purchase of household goods made necessary by the preparation of their dwellings for the fall and winter has increased correspondingly. "Special sales" are now in progress, and the department stores, especially, contain unusually large throngs.

This report of a betterment in retail merchandising is not confined to New York. It comes also from various other sections, and more particularly New England. The importance of this fact to the trade at large is apparent, for with improved activity among shoppers must, as a natural consequence, come the replenishment of stocks. Buyers who have heretofore displayed over-cautiousness in their order-placing are likely to find some difficulty in having wares shipped as early as they desire. But it is ever thus. No matter how optimistic may be the outlook, there is a certain class of merchants who refuse to entertain the notion of buying until the many others of their kind also conclude to make selections. Then the factories, already overtaxed with business, are unable to make deliveries as promptly as demanded, and general dissatisfaction follows.

It is possible to obtain an accurate idea of the brisk fall season in prospect for crockery and kindred lines by a study of earlier-moving commodities. Take, for example, dry goods, boots, shoes, millinery, etc All are selling briskly at this time, with a particularly good demand for the higher-priced articles. This proves that money is plentiful and that people are disposed to spend it quite freely. It is only reasonable to assume, therefore, that a proportionate share of this cash will find its way into the coffers of the merchants who sells wares for household utility or ornamentation.

Houses that carry German china in stock are experiencing better trade as the season advances. Many good orders are being booked here, and the salesmen now on the road are also writing nice business

There continues a fair request for French wares. Few of the road representatives are out, but a number of pretty large sales have been closed at the local headquarters.

Reports from the American potteries agree that it is an energetic fall so far as the medium and lower-priced lines are concerned. But the more costly productions have not caught on as well as had been expected.

English china is moving with unusual spirit now that nearly all of the traveling salesmen are covering their routes. The call for earthenware from the British factories is somewhat slow in comparison.

Manufacturers of domestic toys and dolls have about all the business they are capable of handling. The importers, too, have pretty nearly sold to the capacity limits of their various factories.

From the manufacturers and jobbers of house-furnishings the most cheerful information is obtained. The activity in this line is pronounced

Trenton.

Order-files at local factories are still well filled. The road salesmen are sending in a lot of desirable business, and mail orders direct from the dealers are also quite numerous. Since the prevalence of slightly cooler weather the operatives have applied themselves more closely to work, and shipments in consequence have improved. The disposition of employees to remain away from their positions during August because of the hot spell creared no little inconvenience.

The Eastern trade has slightly improved of late. This section has heretofore been the cause of considerable dissatisfaction among the traveling salesmen operating there. The revival has so far not assumed a very aggressive character, but it is believed that the buying will become much more snappy before the middle of the month. Returns from other markets are maintaining the encouraging standard previously established.

East Liverpool and Vicinity.

The volume of business at the majority of the Western potteries is fairly satisfactory Current demands from traveling salesmen and direct mail orders constitute the great bulk of the business. Visiting buyers of importance are still few, except those looking after thirds—and they, like the poor, are always with us. This grade of goods seems to be scarcer than usual this fall at the average pottery. There is therefore more scurrying around to pick up a few cars of thirds.

With scarcely an exception the traveling salesmen are on their routes and are making better returns than in any preceding week of this fall campaign. The modified temperature the past week has been conducive to business activity. Nearly all the absentees who have been on summer outings during the past month—and the number was apparently larger than usual this year—have returned and have resumed business again.

The only complaint now heard among the Western potteries is of inadequate prices. The prospects for a large trade this fall were never better, and the modest advance necessary to a reasonable remuneration ought to be within the grasp of all good potters by merely holding firm for such prices, and peremptorily turning down all orders or offers below them on their staple goods.

Pittsburgh and Vicinity.

There is a steady demand for all kinds of staple glassware, and the movement in fancy assortments and the higher grade lines of tableware has greatly improved at the majority of the factories.

All the factories putting out a good line of utility lamps are having an excellent trade. Some report the volume of sales so far this season the largest they have ever experienced, and that a good movement continues.

The demand for decorated lamps is also good, and is showing increased strength from day to day. Prices are firm, and all good lines are meeting with a demand at figures that are giving fairly adequate, though not large, manufacturing margins.

Blown goods, plain, decorated and cut, are now moving satisfactorily.

A very wholesome condition now exists in the glassware situation.

Wheeling and Vicinity.

Manufacturing is progressing satisfactorily among the potteries and glass factories in this district, and current trade this first week in September is showing a good movement, with an improving tendency.

PLANS FOR GOLF TOURNEY.

PRELIMINARY details have been arranged for the golf tournament to determine the championship of the trade. The date selected is Wednesday, September 19, and the matches will be played on the links of the St. Andrews Golf Club.

Two silver cups are to be awarded on this occasion. One of them, presented by the CROCKERY AND GLASS JOURNAL, is to become the permanent property of the competitor who establishes the lowest net score with the advantage of the handicap that will be allotted. These handicaps will be assigned according to the allowances made to them by their respective golf associations. The second cup is to be subscribed by the gentlemen who take part in the tournament, and this will be presented to the entrant who makes the lowest net score without regard to handicaps of any kind The subscription cup must be won three times, not necessarily in succession, before it becomes one's personal property.

The tournament will be a thirty-six-hole affair,

the first eighteen holes being traversed in the morning and the second eighteen in the afternoon. Any gentleman affiliated with the crockery or kindred trades will be eligible to compete.

The arrangement of the tournament is in the hands of the following committee; H. P Muirheid, chairman; J. D. Dithridge, secretary; John J. Miller, Wm. S Pitcairn and Col. Chas. J. Seiter.

All who desire to participate are requested to communicate as early as possible with the CROCKERY AND GLASS JOURNAL, which will, in turn, submit the entries to the committee. Among the golfers from whom responses are urged are: Wm. H. Race, Wm. Howell, Geo. Semler, Benj. T. Kissam, A. S Higgins, Edw F. Anderson, L. S. Hinman, Ernest D. Wetton, J. W. French, Moses Mellen, L. B. King, Wm. Scammel, Mr Phillips, Geo. Hamilton, Arthur V. Rose, and F. W. Jenkins. All others of whose interest in golfing we are not cognizant are also invited.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

R V Marshall, c, Freeport, Pa.
Taylor & Ellsworth, c, Cooperstown, Pa.
L O Stevens, c, Macon, Ga.
Otto Bros, c, Marietta, O.
Geo E Peck, c, Newburg, N Y.
Jas H Smith, c, Middletown, N Y.
Sturgis Goldstein Co, c, Taylor, Tex.
Robert Brandt, c, Athens, Ga.
M Collins, c, Clarksburg, W Va.
W P Dodson, of Dodson-Fearing-Miiler Co, t, Norfolk, Va. Grand.
C M Igel, with Kaufman Bros, hf, Pittsburgh Hoffman.
J W Fedder, c, Corning, N Y. Broadway Central.
W H Walmsley, with W H Glenny & Co, s, Rochester, N Y. York.
A Krautheim, c, Muskegon, Mich.
E E McKeen, c, Lewiston, Pa.
W H Smith, c, Oxford, N Y.
Goldstein & Migel, c, Waco, Tex.
Rosenbaum Co, c, Cumberland, Md.
E A Dempsey, c, Williamstown, Mass.
B C Hough, c, Lancaster, S C.
P W Melick & Co, Elizabeth City, N C.
H J Homrich, c, Huntington, W Va.
The Worrell Watch Shop, c, Canonsburg, Pa
Powell Hardware Co, c, Aiken, S C-
J B Sheridan, with Edw Malley Co, c, New Haven.
J Kohnfelder, with Siegel, Cooper Co, hf, Chicago. Grand.
C W Woodin & Co, c, Lancaster, G.
Bliss & Nye, c, New Bedford, Pa.
E P Schmitz, c, Washington, D C.
George Trading Co, c, Buena Vista, Ga.
Geo W Marston, c, San Diego, c, Cal.
Albert Sprague, with Howland D G Co, c, Bridgeport, Conn.
Nussbaum Book & Art Co, c, Norfolk, Va
Wm C Alexander, c, Salida, Col.
Eaton Hardware Co, c, Brunswick, Me.
E S Mooman, c, Lewisberg, W Va.
J L Kesner, with Siegel-Cooper Co, t, Chicago. Woodstock.
N A Ferrie, with A T Lewis & Son D G Co, c, Denver.
Evans Co, c, Cheraw S C
A Kohlman, with England Bros, hf, Pittsfield, Mass. Herald Square.
Louis Reizenstein, c, Pittsburgh, Pa.
C Starr, of Starr D G Co, t, Louisville, Ky. Herald Square.
W E Putts, of J W Putts Co, c, hf, Baltimore Albert
J W Shepard, with T W Rogers & Co, hf, t, Lynn, Mass. York
Frank Gaster, with Herman McLean Co, c, Cleveland.
W K Coleman, with M Goldenberg, hf, Washington. Normandie

DEPARTMENT STORE MANAGERS ARRESTED.

JACOB L KESNER, general manager of the Fair, Chicago, and Charles E. Davis, president and manager of Rothschild & Co , same city, were arrested recently on warrants sworn out by Building Commissioner Bartzen charging violations of the building ordinances The charges are the same as have been pending against the Fair since December 12, 1905, and against Rothschild & Co. since February 2 of this year. They are the result of the refusal of the two concerns to provide the number of interior stairways demanded by the building commissioner.

LIVERPOOL EXPORTS.

From David Ingli- & Co.'s Circular

TO	Shipments week end'g Aug. 18,'06	Corresponding period 1905	Exports Jan. 1 to Aug 18,'06	Corresponding period 1905
Boston	246	127	4721	4046
New York	208	21	4065	42 8
Baltimore	178	119	9526	7890
Philadelphia	6	....	851	636
New Orleans	83	8	2666	2586
Newport News	....	12	939	667
San Francisco	12	88	1149	668
Portland (Me.)	...	...	585	334
Galveston	173	58	978	6?1
Portland (Or.)	1	....	688	347
Inland Points	424	263	8112	9998
Total	1331	691	34280	32051

From the Freight and Shipping Circular of John Edwards & Co , Liverpool

TO	Shipments week end'g Aug. 18,'05	Corresponding period 1905	Exports Jan. 1 to Aug. 18 '06	Corresponding period 1905
New York	208	21	4137	4290
Boston	183	125	4799	3847
Philadelphia	6	11	811	646
Baltimore	178	119	9676	8180
San Francisco	12	88	1119	668
New Orleans	38	8	2862	2519
Portland (Me.)	...	....	485	191
Galveston	169	58	955	607
Newport News	.	12	823	7 6
Portland (Or.)	1	....	789	347
Inland Points	421	249	8882	9634
Total	1215	689	35288	31665

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery Lamp, Glassware, Toy, Bric-a-Prac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada..... $2.00
All Foreign countries in the postal union..... 4.50
Single copies..... 10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, SEPT. 6, 1906.

BUYING THE BUYER.

BY its recent threat to discontinue commercial relations with wholesalers who hereafter offer gratuities to its corps of buyers the Kokomo Dry Goods Co., of Kokomo, Ind., has fired the opening gun in a timely campaign against a most pernicious system. Other houses, awakened by the action of the Kokomo concern, cannot but be brought to realize the extent of this widely-prevalent offense against business morals. And once the influence of this type of "graft" is fully understood, other reputable houses will promptly emulate the example of the Kokomo pioneer.

No more effective remedy could possibly be applied in the effort to stamp out this evil than the one decided upon by the Indiana firm. That sort of heroic treatment will undoubtedly discourage the "offering" of gratuities. But as the practice usually involves two parties, the person "accepting" the gratuity should also be dealt with in an equally summary manner.

For many years this disposition of certain buyers to sell their judgment and honor—for that is exactly what it amounts to—has been a commercial scandal. The acceptance of ordinary hospitality at the hands of a salesman is perfectly legitimate, for in no manner can an intimacy of acquaintance be more quickly or firmly cultivated than through a moderate form of social intercourse. The "offer of a gratuity" does not include the proffer of a cigar, a thirst-quencher, or even the more extravagant dinner But it does have specific reference to the presentation of cold cash, the division of commissions, and altogether too liberal and too frequent benefactions in the form of gifts. Buyers who are in a receptive mood when these more substantial but less legitimate "tokens of appreciation" are held out to them must, as the firm very skilfully puts it, experience a "clouding of their judgment" in the selection of goods

The universal adoption of the Kokomo firm's plan cannot fail to accomplish the weeding out of these noxious growths in the trade.

PERSONAL.

WHEN "Rip Van Winkle," after slumbering peacefully for twenty years in the Catskills, returned to the village of Falling Water, he was unrecognized, unheralded and unsung. In that particular his experience contrasted strongly with that of W. Vanderbilt Higgins, with the Pope-Gosser China Co., who recently visited Williamsport, Pa., after an absence of twenty-seven years. The *Pennsylvania Grit* of that city describes the triumphant re-entry into Williamsport of Mr. Higgins in this manner: "W. V. Higgins, a former resident of this city, is visiting old friends here and the scenes of his earlier days. He left about twenty-seven years ago, and had not been in this vicinity since that time until yesterday. Mr. Higgins was a successful business and newspaper man, and an excellent companion. In fact, he was a "hale fellow, well met," liked by everybody and prosperous in all his undertakings. His friends find no trouble in recognizing him. Since his arrival yesterday morning he has been busy greeting old acquaintances. He claims that though he has not seen this city for over a quarter of a century, no man could lose him on its streets

⚜

Edwin B. Gillinder, treasurer of Gillinder & Sons, was a New York visitor several days ago.

⚜

P. H. Geoghegan leaves Chicago in a few days on a Northwestern ramble with Geo. F. Bassett & Co.'s samples.

⚜

Frank D. Sherburne has been selected by Edw. Miller & Co to open permanent headquarters in Kansas City, Mo., for the display of their lamps and metal goods. Formerly Mr. Sherburne was attached to the same concern's Chicago office.

⚜

N A. Ferris, with H. E. Lewis & Bro., was in New York last week picking up a few things for fall trade.

⚜

Walter E. Strobel sailed for Europe on the Kronprinz on the fourth in the interest of the Strobel & Wilken Co. H. K. Vierlinger will sail on the Moltke

on the sixth, and W. T. Newall leaves on the Augusta Victoria on the thirteenth.

"Ben" Cooper has severed his connection with Edw. Boote's road staff to identify himself with the Sevres China Co. His territory embraces the Middle West, which he is now touring with the new line from the Sevres factory

Chas. H. Peet will hereafter devote his undivided attention to the acquirement of business in New York State and a portion of Pennsylvania for the Pittsburgh Lamp, Brass and Glass Co. The trade in New York and immediate vicinity that he was wont to visit heretofore will now be looked after by Wm. Pincus.

Leonard Stock sallied towards the West on Tuesday with samples from Chas. Ahrenfeldt & Son. His itinerary calls for a tour lasting only a couple of weeks.

Louis Reizenstein, of Pittsburgh, was in town this week on one of his hurried visits.

Chas. W. Woodbury. of the Mitchell, Woodbury Co., spent last Friday and Saturday in New York.

Wm. E. Nowlan, better known to his trade friends possibly as plain "Billy," has hiked southward after a stay of several weeks in New York and Lakewood, N. J., his former home. "Billy" goes back to re assume his responsibilities in the Williams-Nowlan Co., Raleigh, N. C., of which he is a member. While up in this locality "Billy" demonstrated during periods of relief from buying cares that he has lost none of his former skill as a bowler or baseball player.

W. S. Pitcairn returned on the Umbria Saturday from his second trip to Europe since spring.

Ralph M. Hart has resigned from the traveling staff of Koscherak Bros., with whom he engaged last January. His future plans have not been announced.

Fred C. Hoth will leave on Monday for a trip through New England in the interest of the Haviland & Abbot Company.

Albert F. Lemcke, with the General Mfg and Supply Co., closes his Philadelphia engagement at the Continental Hotel next Saturday. Next week he visits Baltimore, Washington, Richmond and points in Pennsylvania.

Lindsley Haviland is home from his vacation, which was spent in Piseco, N. Y. He was forty miles from a railroad. His physical appearance has been much changed during his vacation, and some people say it is because there were no barbers up there. Mr. Haviland will leave the middle of next week for a month's trip in the West.

J. H. Stewart left on Friday night for a short visit to Detroit for pleasure. He took a line of cut glass with him, thinking he might interest some of the trade.

Louis F. Meyer left on Wednesday for St. Louis after a stay of two weeks in New York. During his visit Mr. Meyer selected a pretty extensive lot of goods for the china department of the Scruggs, Vandervoort & Barney Dry Goods Co., of which he is now the manager.

For the next week or ten days no commercial cares are likely to disturb the serene dispositions of C H. Taylor and Jos. F. O'Gorman. They will be far removed from the locality where crockery and glass are merchandised, having selected for the purposes of vacation the camp of the St. Bernard Fishing Club, located deep in the interior of Canada. Angling will alone engross their attention, for there is a chain of lakes in the vicinity of the camp that is said to offer fine opportunities to the expert disciples of Isaak Walton.

After an absence of more than a year on the Pacific Coast, Chas. E. Wigginton has returned to New York. Mr. Wigginton went West originally to manage Nordhoff & Co.'s china department in Seattle, Wash.

J. B. Sheridan is to surrender the management of the Edw. Malley Co.'s china department in New Haven, Conn., on Sept 15 after a service of many years. The future plans of Mr. Sheridan have not yet been announced, nor has mention yet been made regarding his successor.

H. L. Seixas was in town for a couple of days this week preparatory to his departure for the Middle West with Edw. Boote's line. The trip will be a rather extensive one.

NEW PACIFIC COAST SYNDICATE.

A CHAIN of fifty stores of the 5, 10 and 15-cent variety is to be established on the Pacific Coast by the newly-organized Pacific Coast Syndicate Stores Co. Col. J. B. Fuller, ex-Bank Commissioner of California, and Truman Reeves, present State Treasurer of California, are financing the project. They have engaged as general manager of the enterprise H. B. Wood, of New York city, brother-in law of F. W. Woolworth, and who has opened over fifty stores in the East for Woolworth & Co. The first store is to be started in Los Angeles, Cal., on Broadway, near Fifth street.

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IT was like a Sabbath day around the District on Monday. The anniversary of Labor's day of rest was observed by a universal suspension of business. Many houses, in fact, enjoyed a three days' period of relaxation, having failed to open at all on Saturday. A petition regarding this Saturday closing was circulated last Thursday and received numerous signatures The visiting buyers who remained here over the holiday seem to have also been improved by the rest, for they exhibited a pleasing snap in their order-placing on Tuesday and Wednesday.

Among the new import samples from Chas. Ahrenfeldt & Son's Limoges factory are some excellent specimens in the way of service, entree and fruit plates, dinner sets, etc. The shapes are quite as graceful as previous productions and different enough to command attention. The decorations possess more than ordinary originality and attractiveness. Quite a wide variety of close-outs in import samples are being dispossd of at Ahrenfeldt's. The assortment includes some particularly good things in bric-a-brac and glass.

Bassett's letter-writer has another of his interesting epistles in this issue. That of last week, written in "reformed English," attracted much attention, as undoubtedly this one will. As usual, the most is made of the latest topic to exploit Bassett's stock patterns and Bassett China.

In toilette sets Bawo & Dotter present for the trade's inspection this fall two new and very attractive styles. The composition of the set differs somewhat from other toilette sets, containing a comb and brush tray, hat-pin holder, hair-pin tray, ring stand, hair receiver and puff box. Both of the decorations have green as the dominating tone. The shapes are highly artistic.

C. B. and J. Warner have set aside a fair proportion of their display space at 55 Park Place for the exposition of samples from the Central Brass Mfg. Co., makers of mirrors, clocks, etc.

Carlowitz & Co. have full lines in stock ready for immediate delivery on Blue Canton and Medallion ware in Chinese goods. Both assortments are large and varied, and the trade will find anything and everything that they want in these goods and can be assured that they will be shipped promptly. In their Japanese wares they have so many good things in stock that it would take pages to enumerate them.

If sentimental couples insist upon exhibiting their admiration for each other when traversing Park Place the suggestion of S B. and C. B. Clark that the thoroughfare be re-named "Lovers' Lane" may be in danger of adoption. For some time, it seems, affinities have strolled along the street in attitudes indicative of their disregard or obliviousness of public curiosity. But the real limit was reached on Tuesday afternoon when a young man and woman, both old enough to know better, appeared from the direction of Broadway. His right arm was lovingly entwined about her neck, and the close proximity of their faces, coupled with the earnestness of their conversation, suggested the suspicion that the male end of the duo was assuring the dear little woman that she was the only one who had ever penetrated the armor-plate exterior of his heart. Cruel guffaws from passing pedestrains and drivers failed to arouse the couple, and it was only when a grinning newsboy shouted: "Aw, break away, and go to your corners !" that the entwined arm changed position and the two quickened their pace towards the ferry.

Decorated oil lamps to which are attached a newly-formed type of shade, have been added to the Fostoria Glass Co.'s exhibit. The shades are clothed in the same style of ornamentation as the bodies and are further enriched by fringe which is colored to harmonize with the predominant tone of the lamp.

Four different shapes are included among the bodies, all of which possess attractive characteristics. The decorations are of a floral nature, which are reproduced with close regard to drawing and coloring.

Incorporation papers were filed several days ago by the English China Clay Co., with offices at 25 West Broadway. The capital stock is $5,000 and the object of the company is to deal in clays, china and stone. The incorporators are H F. Wood, Burslem, England; W. Beech and T. F. Mullins, of New York city.

The "American" bureau set is a recent acquisition to Gillinder & Sons' sample exhibit. It excels in many important particulars the former efforts of this concern along the same line. The decorative styles are of a floral nature, with a groundwork of either green, pink or blue. The Gillinder assortment has also been reinforced lately by many new specimens in the way of decorated lamps The paintings are absolutely of freehand execution and have the larger species of flowers as their motives. These lamps are popular-priced.

Decorated opal bureau sets from Jas. J. Murray & Co. are being exhibited by Paul Joseph at 55 Park Place. They are attired in color garbs of pink, blue or green. accompanied by handpainted floral studies. The Murray assortment also contains a large variety of banquet, hall and gas globes.

Because of the receipt of additional samples it has been necessary for D R. Marshall to reserve the long mirror-topped table occupying almost the entire length of his showroom for the exclusive display of the "Peerless" tableware line from the Tarentum Glass Co. The "Peerless" has caught popular fancy in great shape because of its refreshing dissimilarity to the ordinary tableware design. It consists of a series of panels, in the center of each of which is an indented circle containing tiny palm leaves. The Tarentum's bar glassware assortment continues to receive frequent additions, especially in whiskies.

Frames designed especially for china plaques occupy a conspicuous position in the exhibit of the U S. Frame and Picture Co. These frames are encased in shadow boxes that serve to materially increase their beauty. An extensive line of framed pictures, among which are some medium priced oil paintings that cannot but command admiration, also deserve mention This concern publishes no catalogue, for the very good reason that the acquisition of new patterns almost daily renders it impossible to keep pace with the stock. In place of a catalogue there is circulated at frequent intervals anillustrated sheet of twenty-four "leaders" among the oil paintings. These may be obtained upon application to the firm, which is more anxious, however, to have buyers call at its headquarters 69 Cortlandt street, where it occupies the entire building. An annex is also maintained at 79 Cortlandt street.

GEORGIANS WANT A POTTERY.

IT has been decided by the Chamber of Commerce of Augusta, Ga., to build a miniature pottery at the Georgia-Carolina Fair next fall The purpose of this is to demonstrate the availability of the clay found in the vicinity of Augusta for the manufacture of pottery. A regulation kiln is to be erected with the idea of firing ware made solely of clay from that State. In that manner it is hoped that sufficient interest will be aroused to make possible the launching of a project for the establishment of a first-class pottery in Augusta.

RECORD BUSINESS IN APPRAISER'S OFFICE.

THE Appraiser of the Port of New York has made public a statement covering the transactions of his office for the month of August, according to which the appraised value of merchandise reached a money value of $63,529,100. This is the largest total on record. The nearest approach to this showing was in June, when the figures footed up $62,262,185. In July they were $58,527,871 The appraised value of merchandise in August a year ago was $52,703,768, and two years ago $41,585,731. The number of packages examined was given at 63,195, against 61,645 in 1905, and 59,893 in the corresponding month of 1904. The number of invoices and appraisement orders was 36,541 in 1906, against 33,414 in 1905, and 30,945 in 1904.

INDISPENSABILITY.

"NO," said a lecturer, "it doesn't do to get swelled head and think you're indispensable to the welfare of this world.

"I was in the lobby of a big hotel in Cincinnati when a 'bus load of traveling salesmen came from the station Every man of them as he signed the register paused to shake hands with the hotel clerk —a fatherly old fellow who had been there many years.

" 'Ah,' said one of them to the clerk, 'it's a good thing you're still on deck, Uncle Dave. I don't think the house could run without you.'

" 'Couldn't it, just!' said Uncle Dave. 'You fellows would come in here, and if there was a strange clerk you'd say, "Where's Uncle Dave?"

" 'And the clerk would say: "Why, didn't you hear? He died a month ago"

" 'And then you'd say: "Well, I'll be darned! That's too bad. Say, when'll dinner be ready?"



Pittsburgh and Vicinity.

The tableware factories are now generally in successful operation and report a fairly satisfactory movement, especially in general staple glassware. An increase in the demand for holiday glassware is noted, and indications for a large trade in this class of goeds this year are favorable.

Generally manufacturers have their new patterns for 1907 well under way. Whether or not a display of these to the trade this year before the holidays will be made to any considerable extent, as was done in 1904, no definite information has been received. The want of success, to a considerable degree, in an ante-holiday solicitation of trade for the new 1906 patterns last fall makes a renewal of it this year rather problematical. The question of a successful January exhibition seems to be involved. If an annual exhibition is desirable it should be made as attractive as possible by a display of new lines at first hand The edge and interest of the exhibition are dulled when a large portion of the new patterns have been in the hands of salesmen for preceding months and shown to the leading trade before the new year. The January glassware exhibition has had its importance minimized by such premature displays. Little interest will be manifested by leading jobbers in spending time here looking over the lines on which they have already placed sample orders. Then also a double expense has been incurred by showing the patterns—by salesmen before the exhibition and at the exhibition—with no corresponding increase of sales.

A few of the bottle factories are reported to have started this week, but no general resumption is making. It seems now uncertain whether any further attempts at arranging a new wage scale for bottles this year will be made. As none was made last year, a precedent exists for the use of the scale of the preceding year. However, with the increase of machines the hand-made bottles will be at a still greater disadvantage in regard to comparative cost with the large increase in machine goods. The question seems a difficult one to solve.

The majority of the chimney plants are now reported in operation, with no special change in prices. A fair movement is reported and prospects for the usual volume of business at close figures are good.

The United States Glass Co. report a good demand for fancy assortments as they enter September; also their lead blown goods, plain and decorated, and their higher grades of tableware are showing an increased demand and moving satisfactorily. The best trade they ever experienced on their line of utility lamps they have had this year up to September. They note a steady demand for all kinds of staple glassware and have strong confidence in the closing trade of the year. The new catalogue of lead blown stemware is now out. The number of new illustrations is large, and makes the catalogue an extensive one.

Marion G. Bryce returned the past week from his outing in the Adirondacks, brown as a berry and in fine condition to superintend the large volume of business this fall which is already coming along.

The regular bi-monthly meeting of the American Association of Flint and Lime Glass Manufacturers will be held in their rooms in the Stevenson Building, Sixth avenue, on Wednesday the 12th inst., at 1:30 o'clock

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A unique and delightful entertainment was given by the H. C. Fry Glass Co. the past week to its employees on the cultivated and well-kept grounds surrounding the office and factories. It was a Beef and Corn Roast, and about 2,000 were estimated to have been present. The Rochester Band and Fry Quartet rendered music following the feast, and Miss

Mabel L. Haden gave an excellent elocutionary reading. Dinner commenced promptly at five o'clock, and was preceded by a short address of welcome from Mr. Fry. A fine display of fireworks, as soon as darkness appeared, followed by more music, closed the festivities. A set piece reproducing H. C. Fry, furnished by the employees, was the great feature of the fireworks, and aroused much enthusiasm.

Macbeth-Evans Glass Co. have filed a suit in the U. S. Court at Cincinnati for $2,550,000 damages against the American Flint Glass Workers' Union, Gill Bros. Glass Co. and several other chimney companies. Macbeth-Evans claim that their competitors were in a combination with the union workers in an effort to ruin their business by preventing the use of their machine.

Thos. Wightman left for a visit to Ireland the past week. He is eighty-nine years old and desirous of again seeing the scenes of his early childhood. Mr. Wightman is president of the Thos. Wightman Glass Co., and is still a vigorous and successful glass man. He came to this country in 1824, and has only made one previous trip to Ireland since he left there eighty-two years ago.

The Beaumont Glass Co., Grafton, W. Va., has changed its name to the Tygart Valley Glass Co.

Tibby Bros., Sharpsburg, Pa., resumed their new fire this week.

The stock of the Imperial Glass Co., Bellaire, O., is now reported selling on the Wheeling Exchange at 100 to 102.

Wheeling. and Vicinity.

Business with the glassware factories in this district is encouraging, and the movement in all seasonable ware has materially increased within the past two weeks.

Lancaster, O.

The Hocking Glass Co. is now in full regular operation, and business is reported as opening quite satisfactorily with September. With a successful business and a beautiful farm near here, upon which he resides with his family, L. B. Martin seemingly needed no additions to his prosperity. It is now authoritatively announced, however, that his estimable wife has just been made the recipient of a legacy of some $62,000. His friends are now hoping he will not build another glassware factory, but enjoy more fully his leisure.

Clarksburg, W. Va.

A factory is soon to be erected at Wilsonburg, several miles from here, by the Crystal Ware Co., manufacturers of glassware. The concern was recently incorporated.

BUSINESS BRIEFS.

The Art Metal Shops, Saco, Me., have been incorporated. Capital, $10,000.

A company is being formed in Le Roy, N, Y., to manufacture a patent lamp burner.

Warren Bros., Nashville, Tenn., have commenced the manufacture of leaded and bent art glass.

Dale & Nochrhiener, of St. Cloud, N. D., are planning to open a china store in Grand Forks, N. D.

The Fenton Art Glass Co.'s plant is shortly to be removed from Wheeling, W. Va., to Williamstown, W. Va.

The New York Beck Lamp Co., Mineola, N. Y., has been incorporated to manufacture lamps, etc. Capital, $50,000.

The Dolde Art Glass Co. has removed its factory from Pittsburgh to Youngtown, O., where it was originally located.

About $4,000 loss was sustained by the fire which recently visited Saunders & Co.'s crockery and glassware store in Calais, Me.

Fire recently damaged the stock of glassware, silverware and cutlery of Michael White, 106 Christie and 254 Grand street, this city.

Another "Merchants' Week," to be held from Sept, 10 to 15, is being arranged by the Travelers' and Merchants' Association of Baltimore.

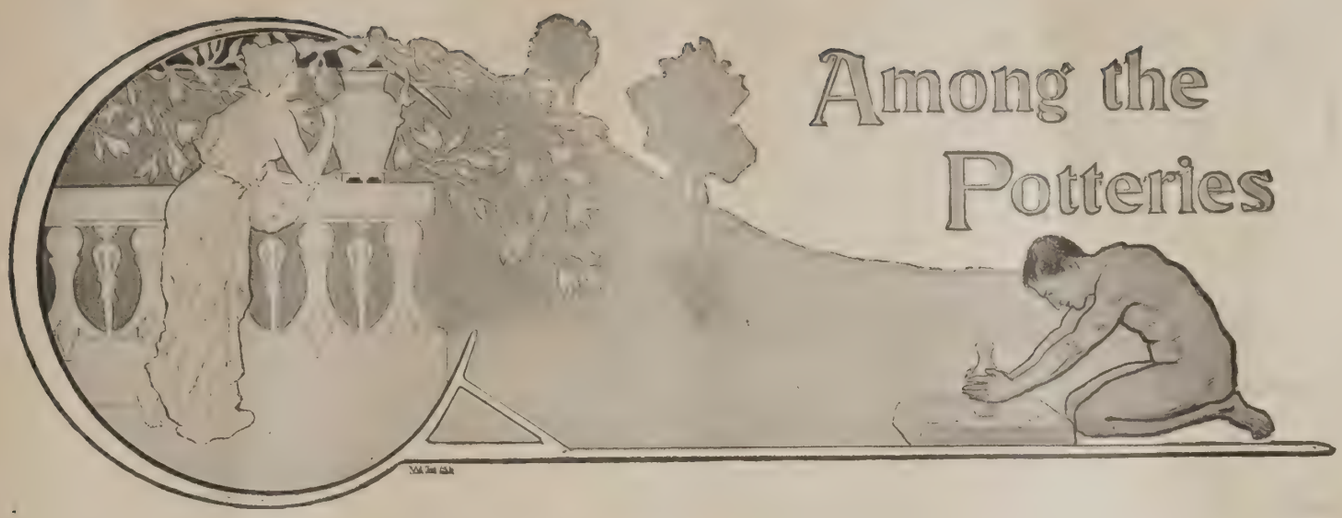
To manufacture and deal in gas fixtures, lamps and ornaments, the Cosmopolitan Art Store, this city, has been incorporated with a capital of $5,000.

The Kerosene Incandescent Light Co. has been incorporated under the laws of New York State to manufacture lamps, burners, etc. Capital, $6,000.

Cut glass valued at $400 was stolen recently from the factory of the Niagara Cut Glass Co , Buffalo, N. Y.. Two employees have been arrested on suspicion.

According to information from Oakland, Cal., the death recently occurred there of Joseph Simon, a crockery dealer in San Francisco for thirty years. He was aged sixty.

From all indications the new store of the Stix, Baer & Fuller Dry Goods Company, proprietors of the Grand Leader, St. Louis, will open next Saturday, the 8th inst. The store will be on a par with the foremost establishments in the country, while in size it is larger than many of the big establishments in New York and other centers, having a floor space of eleven acres.



East Liverpool and Vicinity.

September finds the potteries operating generally their full regular capacities, with a trade that is fairly consuming their output. They are doing a business this first week in September that is rarely excelled in amount, and are making a grade of ware for the regular trade that is meeting the approbation of the best average dealers over the country. Really they are making the most durable and the best finished staple earthenware ever produced by the American potter. They are also placing on the market the largest variety of attractive designs, finished in excellent taste, of specialties and novelties, practical and ornamental. Their offerings are also at the lowest figures for such quality of goods—too low for a proper manufacturing remuneration. Trade will be large this fall, and prices should be firmer.

* *

The potters attending the exciting nominating convention for Congressman in this 18th district returned last Thursday. After six days' session no agreement was reached. A primary vote will now be taken in the district, and the candidate receiving the majority vote will be placed on the Republican ticket in November. The large Republican majority in the district practically secures the nominee's election.

* *

W. L. Smith has sold his interest in the McNicol-Smith Pottery at Wellsville—one of the D. E. McNicol plants. Mr. Smith is president of the Taylor, Smith & Taylor Co. He will now be relieved from giving personal attention to the Wellsville pottery and will probably devote a little time to the Taylor, Smith & Taylor pottery over the river. Business is reported moving satisfactorily at the Taylor, Smith & Taylor plant. Col. Will A. Rhodes, sales-manager, who has been giving a large part of his time to the reorganization of the plant, its lines of ware, etc., will set out on a trip East in the interests of their trade. W. L. Smith, jr., will also visit the trade in the central portion, taking in the large cities—St. Paul, Minneapolis, Omaha, Kansas City, St. Louis, etc. Col. Rhodes says they will only cater to the large trade, wholesale and department stores. They will make no scheme goods, have no job lots, and solicit no little nor irregular trade. Col. Rhodes expects to look after the Eastern and Pacific Coast business, and Mr. Smith the Central West and West.

* *

A new decorating kiln has been put in the Homer Laughlin China Co.'s new plant at Newell and is now on trial. It is the invention of Gamble & Surles here, and was put in at their risk, to be paid for or taken out according to its success. It is supposed to do the work of four to six ordinary decorating kilns. The big plant will require twenty-four ordinary decorating kilns. If this new kiln is accepted four to six will do the work of the pottery. It is not a circular kiln. It is really made like a lehr for tempering glassware. The heat is at the center of the kiln, radiating both ways to the ends, where the ware is put in and where taken out. This insures a moderately increasing heat to the center and a decreasing heat from the center to the ends—reducing the breakage to the minimum. The first trial was made last Thursday with favorable results.

Trenton.

After a highly successful Eastern trip Howard B. Moses arrived home in time to spend Labor Day with his family. During his absence the Anchor Pottery prepared a host of new things, and with these added samples Howard opens another tour of the New England market in a few days. Howard's six-years absence from the road did not seem to have affected either his popularity down East or his capacity to book orders.

* *

Lewis S. Burk, famed from one end of the crockery market to the other as "Individual Butter Lou," was seen by the writer in Trenton a few days ago. His time is now divided between the publication of telephone directories in Trenton, Camden and Atlantic City and the raising of beans in the back yard of his home here. The beans average a yard in length, according to the old gentleman's modest estimate,

and specimens are to be exhibited at various agricultural fairs this fall.

* *

In its adornment of toilet sets this fall the Tatler Decorating Co. has employed a series of novel and mighty pleasing designs. The most radical and also the most attractive are the reproductions of ribbons of various hues They are drawn and shaded with striking similarity to silken and satin products Intertwining these ribbons are various species of flowers, each of which is as faithful to nature as the exceptional skill of the Tatler artists is capable of portraying.

* *

Edwin C. Stout has been visiting his relatives here for several days. Since the first of the year "Eddie" has been writing business for a local linoleum concern, but the fascination of pottery has practically influenced him to return to the trade. He is now in communication with a couple of well known factories and may close arrangements with either of them shortly.

Three new buildings are to be constructed as an addition to the already large plant of the J. L. Mott Co. They have been made necessary in order to facilitate work in the ornamental and mounting department.

Kokomo, Ind.

The Great Western Pottery Co. has built here, at its own expense, a street for a distance of seven blocks, and has presented it to the property owners, most of whom are employes of the big factory, free of charge. The roadway is thirty feet wide, of hard rolled macadam, and in excellent shape. The six-blocks stretch is as pretty as any street in the city.

Wheeling and Vicinity

The potteries here still have good order files, with demands on the increase. Current trade shows a liberal demand for good grade dinner ware, while the large and varied lines of specialties exhibit a strong movement from day to day.

PITTSBURGH'S NEW CATALOGUE.

IN a catalogue just issued by the Pittsburgh Lamp, Brass and Glass Co. the remarkable scope of this concern's gas and electric portable and glassware production is fully exemplified. All of the more worthy specimens are illustrated, and the publication occupies forty-four pages. The catalogue is not only meritorious for the comprehensiveness of its contents, but it is also gotten up in a most attractive manner. The lettering on the dark gray cover is in light green, with gold representing the rays of light from a cluster of three electric balls. The effect is very pretty.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending September 4, 1906.

BREMEN

13	packages	glassware	L Straus & Sons
11	"	"	A Steinhardt & Bro
7	"	"	Samstag & Hilder Bros
56	"	"	Strobel & Wilken Co
163	"	"	Miscellaneous Orders
5	"	chinaware	L Heuman & Sons
68	"	earthenware	Geo Borgfeldt & Co
32	"	"	Karl Hutter
19	"	"	L Straus & Sons
5	"		N Wapler
129	"	"	Strobel & Wilken Co
16	"	"	Miscellaneous Orders
87	"	toys	Geo Borgfeldt & Co
29	"	"	Hamburger & Co
18	"	"	Knauth, Nachod & Kuhne
11	"	"	F A O Schwartz
76	"	"	F W Woolworth
172	"	"	Strobel & Wilken Co
99	"		Miscellaneous Orders

ANTWERP

78	pac ages	earthenware	Strobel & Wilken Co
57	"	toys	Amberg, Brill & C
96	"		Strobel & Wilken Co

HAMBURG

150	packages	glassware	Brown Bros
168	"	"	O O Friedlander
174	"	"	W R Noe
71	"	"	F Euler & Co
18	"	"	N Wapler
21	"	"	J Wygand & Co
6	"	"	C Ahrenfeldt & Son
189	"	"	Eimer & Amend
10	"	"	Higgins & Seiter
15	"	"	Kmy-Scheerer Co
9	"	"	Knauth, Nachod & Kuhne
11	"	"	Julius Palme
88	"	"	LStraus & Sons
75	"	"	Fenesterer & Ruhe
12	"	"	Bawo & Dotter
14	"	"	L Heuman & Sons
48	"	"	Strobel & Wilken Co
273	"	"	Miscellaneous Orders
31	"	chinaware	Strobel & Wilken Co
705	"	earthenware	Geo Borgfeldt & Co
72	"	"	L D Bloch & Co
17	"	"	N Wapler
335	"	"	F W Woolworth
66	"	"	J Wygand & Co
8	"	"	Chas Ahrenfeldt & Son
31	"	"	F Bing & Co
11	"	"	G F Bassett & Co
178	"	"	Bawo & Dotter
20	"	"	Fensterer & Ruhe
149	"	"	O Goetz
4	"	"	Hamburger & Co
1	"	"	M Kirschberger
26	"	"	Koscherak Bros
6	"	"	Julius Palme
27	"	"	L Straus & Sons
1	"	"	C L Dwenger
120	"	"	Strobel & Wilken Co
128	"	"	Miscellaneous Orders
22	"	toys	Hamburger & Co
162	"	"	R F Downing & Co
123	"	"	B Illfelder & Co
31	"	"	Samstag & Hilder Bros
2	"		R H Macy & Co
251	"	"	Strobel & Wilken Co
272	"	"	Miscellaneous Orders
6	"	harmonicas	Strobel & Wilken Co

HULL

11	packages	chinwaare	A G Moment

LIVERPOOL

22 packages	chinaware	F P Abbot
46 "	"	C Ahrenfeldt & Son
89 "		Blakeman & Henderson
9 "	"	Ceramic Importing Co
215 "	"	Haviland & Co
10 "	"	Strobel & Wilken Co
2 "	glassware	Meakin & Ridgway
8 "	"	Strobel & Wilken Co
3 "	earthenware	L Straus & Sons
3 "	"	E Boote
11 "	"	J S Robertson
7 "	"	J Wygand & Co
2 "	"	Fondeville & Van Idersine
20 "	"	Strobel & Wilken Co
17 "	"	Miscellaneous Orders
19 "	toys	Strobel & Wilken Co

COPENHAGEN

63 packages	glassware	Geo Borgfeldt & Co
309 "	earthenware	" "
7 "	"	Knauth, Nachod & Kuhne
95 "	toys	Geo Borgfeldt & Co

ROTTERDAM

12 packages	earthenware	Amberg, Brill & Co
9 "	"	L D Bloch & Co
159 "	"	Bawo & Dotter
247 "	"	Geo Borgfeldt & Co
10 "	"	B Illfelder & Co
4 "	"	L Straus & Sons
10 "	"	Samstag & Hilder Bros
40 "	"	Miscellaneous Orders
81 "	glassware	Geo Borgfeldt & Co
3 "	"	L Straus & Sons
15 "	"	Miscellaneous Orders
6 "	toys	Samstag & Hilder Bros
8 "	"	Geo Borgfeldt & Co
6 "	"	Hamburger & Co
27 "	"	B Illfelder
5 "	"	R H Macy & Co
42 "	"	A Steinhardt & Co
25 "	"	F A O Schwartz
36 "	"	Strobel & Wilken Co
90 "	"	Miscellaneous Orders

SOUTHAMPTON

39 packages	chinaware	Paroutaud & Watson
7 "	"	Bawo & Dotter
10 "	"	Geo Borgfeldt & Co
5 "	"	C L Dwenger
24 "	"	Wm Guerin & Co
16 "	"	Miscellaneous Orders

TRIESTE

15 packages	glassware	A L Crawford
5 "	toys	Geo Borgfeldt & Co

HAVRE

142 packages	chinaware	Haviland & Co
89 "	"	F P Abbot
36 "	"	Vogt & Dose
44 "	"	Miscellaneous Orders
98 "	glassware	E Utard
37 "	"	Miscellaneous Orders
8 "	earthenware	Fensterer & Ruhe

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

8 packages	earthenware	American Express Co
1 "	"	Richard Briggs Co
13 "	"	F W Miller & Co
1 "	"	Stone & Downer
1 "	"	A Stowell Co
2 "	"	Wells Fargo Co
11 "	"	Bigelow, Kennard & Co
1 "	"	Murdock, Shaw & Co

ROTTERDAM

29 packages	earthenware	American Express Co

LONDON

2 packages	earthenware	R F Downing & Co
1 "		Stone & Downer
2 "	"	American Express Co

IN THE HOUSEFURNISHING WORLD.

The Ironing Board Co., Cleveland, O., has filed papers of incorporation with $5,000 capital.

* *

A factory for the manufacture of kitchen cabinets has been started in Hastings, Mich.

* *

The T. W. Lall Mfg. Co, Meriden, Conn, has been incorporated to make kitchen utensils. Capital, $5,000.

* *

Haughton's department store, Cashion, Okla., was recently destroyed by fire Loss, $12,000. Insurance, $6,450.

* *

The Richfield Manufacturing Co., Richfield Springs, N. Y., has been incorporated to manufacture tinware, etc. Capital, $5,000.

* *

The Schaffer Tinware Manufacturing Co., New York, has been incorporated with a capital of $50,000 to manufacture tinware and metal ware.

* *

Frederick Burgner & Co., manufacturers of household articles, are to build a four-story factory at 117-119 South Paco street, Baltimore, Md.

* *

Isaac Beale, for thirty years the business manager of the Bradley & Smith Brush Co, died last Saturday at his home tn Brooklyn. He was eighty-four years old.

* *

Fire supposed to have been caused by spontaneous combustion recently damaged F. H. Bookhop's broom factory at 115 Warren street, this city, to the extent of $5,000.

* *

The Divver Department Store, Los Angeles, Cal., has been incorporated. The directors are: Samuel P. Divver, F. E. Porter and C J. Goodenow. The capital stock of the corporation is $150,000, of which $80,200 has been subscribed.

* *

The Cussins Department Store Company, of Columbus, O., was incorporated recently to take over the business conducted under the name of W. C. Cussins & Co., also of Columbus. The new company has a capital stock of $20,000 and the incorporators are Charles R. Heaberlin, David Kohl, A. W. Loeb, Arthur J. Isaacs and Frank Cussins.

* *

E. W. Edwards & Son have purchased the lot in Rochester, N. Y., formerly occupied by the wholesale department of the Sibley, Lindsay & Curr Co, and will put up a seven-story building which they will occupy in addition to their present store. This will make the Rochester establishment larger than each of the stores conducted by the same firm in Syracuse and Troy, N. Y.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A man who understands the china business as a head retail salesman and assistant manager of our retail business—one who can sell goods and divide some of the responsibilities with the manager. Must be of good appearance and experienced. Address, stating full particulars and salary expected, GEO. H. WHEELOCK & Co., South Bend, Ind.

WANTED—Live crockery salesmen to represent an American pottery with established reputation for highest quality dinner ware and art goods in South, Middle West and Northwest. Must be able to sell the goods at right prices. State all particulars in first correspondence. Address ORLEANS, this office.

AN assistant wanted for crockery and housefurnishing goods store. An exclusive china store with a department of cooking utensils in Iowa wishes to secure an up-to-date, live, money-making assistant who can trim windows, sell goods and divide some of the responsibilities which one manager cannot assume Must be young, good appearing, experienced in line Prefer young man from smaller town. Address, stating amount of past experience and with whom, also salary expected, DAYLIGHT CHINA STORE, this office.

WANTED—Several decorators on china and glass—scroll workers preferred. THE HANDEL CO., A. W. Parlow, foreman, Meriden, Conn.

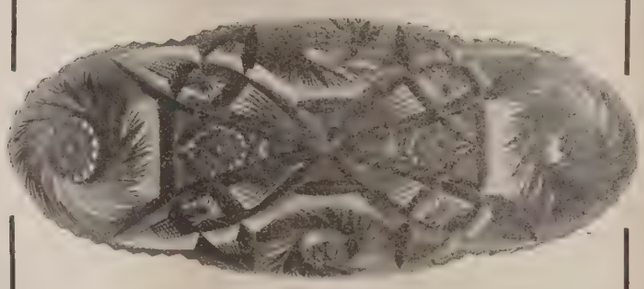
WANTED—Manager and buyer for our china and housefurnishings. None but a first-class one need apply. Give reference and state salary expected. Apply at once to SCHIPPER & BLOCK, Peoria, Ill.

TO LET.

HALF of large sample room, Crockery Exchange Building, 25 West Broadway. Inquire in office of building.

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equalled. Absolutely the best quality, with low price.

H. C. Fry Glass Co.,

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS,)
25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE CLAREMONT China,	Mintons.
G 9816 White and Gold Encrusted China	"
China, White and Gold, Rich BALMORAL, Encrusted	"
China, White and Gold, GRANADA	"
No. 2027 Design China,	"
I-9608 Cobalt and Gold China,	W. T. Copeland & Sons.
BLUE SPODE'S TOWER,	" "
MONTEREY	Ridgways
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The BOLINGBROKE,	
The NAPLES WREATH,	"
Blue COMO,	"
The BRIDAL WREATH Hotel	"
The DUNDEE, Flown Blue and Gold,	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT, Enamelled,	" "
The BORDEAUX ROSE,	" "
Flow Blue DANUBE,	" "
The BERGEN ROSE,	" "
The MIKADO, Green and Gold,	" "
The WHITE HOUSE, White and Gold	" "
The VALENCIA LACE HOTEL	" "
The ELPHINSTONE, Dove and Gilt,	Alfred Meakin, Ltd.
MILANESE, Russet Brown	"
The SAXONIA,	"
The HOLLAND,	"
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The DENMARK,	" "
The ROMAN,	Furnivals
Brown, also Blue, TOURNAY,	T. & R. Boote, Waterloo Potteries.
The TUSCULANA,	" "
FLEMISH GARLAND,	" "
The BRISTOL, Hotel Border,	" "
The KRONSTADT (Holland green),	" "
ASHBURTON, Flow Blue,	W. H. Grindley & Co.
The ATHENS, Cobalt and Gold	" "
KING'S BORDER,	Upper Hanley Pottery Co.
The DEVONSHIRE,	Samuel For & Co.
Old BLUE CANTON China,	Hong Kong.
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China,	Hong Kong
LACE BORDER and ROSETTE,	Royal Worcester Po celain Co.
The MALVERN, MULBERRY and DOVE,	" "
The ST. LAZARE SPRAY,	Haviland Co. China.
The CHARONNE,	" "
The NORMA	" "
The PRINCESS,	" "
MADELEINE,	" "
The AMSTEL	" "
The ORIENT, White and Gold,	" "
The ELDORADO, White and Gold,	" "
The COUNTESS,	" "
The MIRAMAR,	" "
EMPIRE WREATH,	Gerard, Dufraisseix & Abbo China.
The MALABOR,	" " "
The TROCADERO,	" " "
The BALUSTERE,	" " "
Maroon and Gold IVY, (Also Green),	" " "
FONTAINBLEAU,	" " "
BLEU DE FOUR, Encrusted Gold,	J. Pouyat
White and Gold Encrusted,	" "
The ATHENA,	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FONTENAY,	R Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The BOLSENA, Austrian China.	
Grecian Gold Border,	Cauldon China, Brown-Westhead, Moore & Co.
Cauldon China K 3616	" " "
The ROCHAMBEAU,	Theodore Haviland & Co
The CZARINA,	"
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.

Royal Dresden BLUE ONION Porcelain, Crossed Swords brand.
MEISSEN CHINA (Dresden) Blue Onion
and others which for lack of space cann ot be enumerated here.

Also T. & R. Boote's and Johnson's White Semi-Porcelain; Alfred Meakin's W. G. and S. P., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Onondaga China, Knowles, Taylor & Knowles and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns, we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 7,579 BINS occupied in our ten lofts.

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES, McDUFFEE & STRATTON CO., BOSTON.



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects. This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glasa.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St.
Boston, 144 High St.
Chicago, 409 Atlas Block.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 18 Sutter St.
St. Louis, 617 Granite Building, 4th and Market Sts.

New Lines of Dinner Ware and Staple China for Spring Importation.

Special Attention is called to our Import Line of

CHINA. **EASTER NOVELTIES** **PAPIER MACHE.**

SAMPLE LINES OF CHINA, DOLLS AND TOYS ON SALE.

HAMBURGER & CO.,

28-30 West 4th St., New York.

THE NEW COLOR HOUSE.

L. Reusche & Co.,

71-73 Park Place, New York.

Our Mr. Louis Reusche has been identified with pottery and glass manufacture for twenty-eight years.

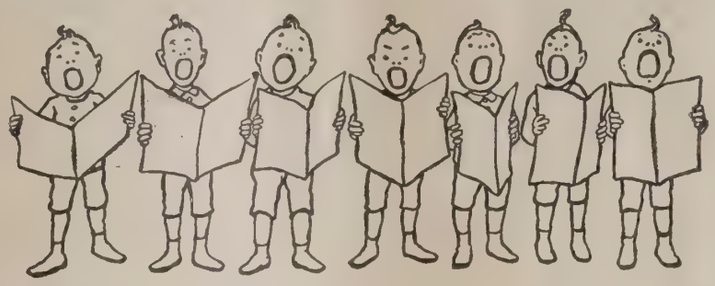
Colors and Materials for Pottery, China and Glass Decoration, Enameled Ware, etc.

Sole Agents for JAMES HANCOCK & SON, Digiis Ceramic Art Color Works, Worcester, England.

Sole Agents for JOHN LAMB'S Potters' Printing Paper in sheets and rolls.

ELARCOITE (a substitute for Oxide of Tin). Write for sample and prices.

FACING THE MUSIC



HELPS KEEP YOU ON RIGHT LINES,

and it's essential to know just where to find them. We have added to our three China Art Lines—THO-PÈ, JOMAS and TEE-AN-È—three additional China Art Lines,

ROYAL, IRIS and PETITE,

making six distinct and separate art treatments of pieces ranging in price from $4.50 a dozen to $72 a dozen; and we will have ready within two weeks another—the seventh of these China Art Lines—which we consider the most artistic, rich, mellow-tone effect of any American or imported product. FACE THE MUSIC!

The **AMERICAN CHINA CO.,** Toronto, Ohio, U. S. A.

New York City Representatives:
DEMOREST & CO., 46 Murray St.

Please Your Customer

NEW LINES NOW READY.

Very Easy With the Dealers Who Handle

WELLER Pottery WARE

SAMPLES AT OUR SALESROOM

BOSTON, 146 Franklin Street. | NEW YORK, 57 Park Place. | CHICAGO, Glass & Crockery Exchange 186-188 Fifth Ave.

Factories and Main Office: ZANESVILLE, OHIO.

FENSTERER & RUHE,

Importers Glass and Chinaware,

NEW YORK, = = = 47 MURRAY STREET.

BLANKS FOR CUTTING

G. Fensterer, Berlin.
W. H. Warrington, Toronto, 18 E Front

A Great Aggregation of

Japanese and Chinese Porcelains

just opened for inspection by

Carlowitz & Co.,

537 and 539 Broadway, New York.

Telephone 1966 Broad.

GREAT VALUES.

THIS line includes some of the prettiest patterns ever shown in Fancy Bishue Porcelain, comprising assorted Vases, Bric-a-Brac and Tableware; also Bronzes, Ivories and other specialties of the countries, in both oriental and occidental designs.

We are offering special drives in Tizans, Satsuma and Moriage Vases, all sizes, for immediate delivery.

A large stock of desirable goods now ready for instant shipment.

Complete lines of Teakwood Furniture.

It will interest you to see our goods. The prices will astonish you.

SAMPLE PACKAGE

Intaglio Engraved

CRYSTAL and GOLD GLASS

26 Pieces for $25.00 Net

INCLUDING PACKAGE CHARGES



Asst. No. 3618C. 26 Pieces for $25.00 net.

CONTENTS

1 Bowl, 8 in	Retail at $4.50 each		1 High Foot Comport	Retail at $1.50 each	
1 Bowl, 7 in	"	3.00 "	1 " " "	"	1.00 "
1 Nappy, 5 in	"	2.00 "	1 " " "	"	1.50 "
1 Plate, 5 in	"	2.00 "	1 Hld. Basket	"	3.00 "
1 Nappy, 8 in	"	3.75 "	1 Bowl, 7 in	"	4.50 "
6 Bonbons, Hld	"	.50 "	1 " 5½ in	"	1.50 "
6 " Footed	"	.65 "	1 Nappy, 7 in	"	2.75 "
1 Loving Cup	"	2.25 "	1 " 7 in	"	3.00 "

MADE AT OUR OWN FACTORY, STEINSCHOENAU, BOHEMIA.

Genuine Gold Leaf used---will not Tarnish.

BAWO & DOTTER

26 o 34 BARCLAY STREET, NEW YORK CITY



BASSETT CHINA FACTORY.

22 GLEBE BUILDINGS,
STOKE-ON-TRENT
ENGLAND.

GEO. F. BASSETT & CO.
IMPORTERS OF
POTTERY AND GLASSWARE.
49 Barclay & 52 & 54 Park Place

New York, Sept. 13, 1906.

Dear Sir:

We and the President have run up against it. We can not change the English language. It seems that Congress in joint session passed a law a number of years ago making Webster's unabridged dictionary the authority for the language to be used in Government documents. And that law has never been repealed. So you see we and the President cannot use the new way of spelling.

But the old way will be good enough to still say that Bassett China and Bassett English Stock Patterns are the first things that should have your attention.

Yours truly,

GEO. F. BASSETT & CO

Telephone 2246 Cortlandt.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street, New York City.

WE offer as an entirely new design on Wilkinson's "Silver" Shape a combination of print and gold with colored flowers, No. 2031. It is attractive and will satisfy the most fastidious taste. The shape has been proven as being the best ever put upon the market. Let us now prove the selling qualities of the new pattern. Deliveries can be made in October and November of this year.

A. J. Wilkinson, Ltd. Bourne & Leigh. Upper Hanley Pottery Co. J. H. Weatherby & Sons.

TO THE JOBBER!

If interested in Decorated Jobbing Packages send for illustrations of

12 Dozen 10-cent No. 2349 B Assortment.

12 Dozen 10-cent No. 3778 Pink and Ivory Assortment.

6 Dozen 25-cent No. 3481 Pink and Ivory / Green and " } Assortment.

You will find them winners and money-makers.

The D. E. McNicol Pottery Co., East Liverpool, O.

Boston Agents: Chase & Francis, 122 Pearl St New York Agents: E. Bergman & Son, 25 West Broadway.

W. H. GRINDLEY & CO.

have the honor to announce the production of

"The Duchess,"

a most noble and suitable companion to the "WHITE MARQUIS."

Full particulars on application.

W. S. PITCAIRN,

42 Murray St., New York.

LIBBEY

THE WORLD'S BEST

The cut glass world is sharply divided into two classes.

All the other cut glass tries to look like Libbey.

Sometimes it sells for less—but the lower price can't bring it up to the Libbey standard.

Quality considered Libbey is not only the world's best—it is the world's best value.

The Libbey Glass Co.

TOLEDO, OHIO

New York Salesroom, No. 57 Park Place

Libbey

"THE WORLD'S BEST."

LOOKING FOR THE NAME



CROCKERY AND GLASS JOURNAL

NEW YORK, SEPT. 13, 1906.

THE CONDITION OF BUSINESS.

New York. Visitors to this market are patronizing the stock carrying houses in a most liberal manner. The men on the road are writing thoroughly satisfactory business and the mails contain some excellent demands. Those travelers, too, who are exhibiting samples for spring delivery also report conditions as being fully up to expectations. It is evident, therefore, that from a local viewpoint there is so far little reason for complaint There is a ring of gratification also in the statements emanating from the business offices of domestic factories. There may be instances, of course, among importers, jobbers and manufacturers where some ground has been lost. But these cases are few and very far between. Where one firm may have experienced a retrogression in trade another has enjoyed a corresponding increase. And this, after all, is only what one might expect. It is a well-established fact that the volume of business, in imports as well as domestic production, shows an increase each succeeding year. The Custom House figures testify to the advance in the American consumption of foreign-made wares, and the reports of the potters' and glass manufacturer's associations demonstrate a proportionate increase in the production of those commodities on this side of the Atlantic Possibly the increase may not be fully demonstrated by the price statistics, for selling prices have deteriorated in late years, but the volume of goods marketed here tells the story in a most emphatic manner.

Further proof of the prosperity of the country is obtainable in the report issued from Washington on Monday by the crop-estimating board of the Department of Agriculture. The report shows that the country will have this year the largest and most valuable cereal crop in its history. The corn yield is indicated at 2,780,069,000 bushels, while the best previous crop was that of 1905, when there was a yield of 2,707,993,000 bushels. The wheat crop also shows a marked increase, being estimated at 759,671,000 bushels as against the best previous record crop in 1901 of 748,460,000 bushels. In barley, oats, rye, buckwheat, tobacco and potatoes the same remarkable advance is noted. The significance of these figures in their application to commerce will be readily appreciated by students of the subject. Abundant crops means a plentitude aud liberal circulation of money, which necessarily exercises its effect upon the dealer in crockery aud glassware just as it does every other merchant.

The advance in the price of household goods of copper construction has occasioned more or less speculation as to whether the increase has been necessitated. A review of the vacillations in the market quotations of this metal proves that the advances have been unavoidable In 1886 and again it 1894 copper sold for about ten cents a pound. In 1888 it was held at nineteen cents, and eleven years later, after a perceptible sag in price, at eighteen cents.

Since 1902, when it could be had for about thirteen cents, a steady advance has been in progress. Early in 1905 it was quoted at fifteen cents, exactly a year ago at sixteen and a quarter, and four months later at seventeen and a half to eighteen. During the summer now closing the price has remained fairly steady (eighteen and three quarters), but last week the metal was reported at from 18.87 to 19.12, with little to be had at the lower figure. The level already attained seems to be about as high as any previously observed in a quarter of a century.

On account of the abundant crop of fruit of all kinds this year, a scarcity of glass fruit jars is reported. Prices, it is said, are much higher this year than last. In fact, from certain sections of the West comes the declaration that a twenty five per cent increase is being demauded.

Trenton.

While the business booked by the road salesmen and direct mail orders are largely responsible for the existing activity at local plants, some very satisfactory bills have also been placed here in person by out-of town buyers. The latter were here in larger numbers last week than at any time during the fall season. Their selections, too, were of a varied character, with the better class of goods receiving very generous consideration.

The road results continue to be thorougly satisisfactory. The East, from which rather disappointing returns were received earlier in the season, seems to have recovered from its summer lethargy and is now figuring prominently in a purchasing way. The South and West are quite as productive of business as heretofore.

It is a source of gratification that the call for the costlier wares has improved. The trade at first seemed disposed to buy only the cheaper lines, but with the stimulation of shopping has come a preference for finer goods.

East Liverpool and Vicinity.

The pottery situation continues to improve as September advances. Under the favorable weather conditions of the past week the preceding good business conditions were accentuated It was announced from various sections of the country that retail activity was showing a great deal of vigor, and the request was made that all orders should be forwarded with dispatch

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The traveling salesmen are doing a satisfactory trade, while direct mails are bringing unusually good demands, in both number and volume of orders. Business is good in practically all portions of our country. There are no sections to be avoided, and the salesmen deem it advisable to push vigorously everywhere. There is practically no waiting now between trips. With replenished samples another territory is immediately invaded, and business in fairly satisfactory proportions is found now East, West, South, Central West, etc.

Visiting buyers are a disappointing quantity here again this week—giving the traveling men, supplemented by the direct mails, the fullest opportunity to control current demands.

Trade is now covering the whole pottery field. Dinner and staples continue to be the larger share of demands, but the proportion of nice specialties is showing a material increase as the month advances.

Pittsburg and Vicinity.

The demands at the glassware factories are fully normal for the middle of September, with an increasing activity. Business is showing a vigorous movement in all general lines, and there is nothing now in sight to prevent abundant prosperity this fall all over the country. The average dealer is buying staple glassware generally in frequent small orders, and in some cases quite large ones. Orders for holiday goods are receiving larger attention from day to day, with every indication that the demands will reach a very high point before the close of the month.

The abundance of money, and its quite general distribution among all classes, will make an active holiday business. The demand for labor is strong, with unusually liberal wages. Everyone willing to work therefore will have more than his usual supply of Christmas money. There never was a time in our history when the variety of articles of excellent taste and real merit, both ornamental and useful, in all lines of household economy, was as great and could be obtained for as modest a sum as at present.

The weather the past week has been unusually favorable for business. Practically all have returned from summer vacations and are now giving attention to business. The traveling salesmen are making good sales, and direct orders at the glass factories are quite liberal.

Wheeling. and Vicinity.

The business situation among the potteries and glassware factories in this district is highly encouraging. Trade is good and is showing an improving tendency from day to day. The demands are meeting the expectations of the manufacturers. Prospects were never brighter, and the general movement in these two industries is equalling the best years in their history.

A MAN that never advertises is like the man without a home; no one knows where to find him.

GOLF EXPERTS AWAIT TOURNAMENT.

ALL that is now necessary to insure success for next Wednesday's trade championship golf tournament is the indulgence of the weather man. All of the various details preliminary to the affair have been perfected, and the prospective competitors are practicing as earnestly and frequently as their business obligations will permit.

As previously announced, the matches will be played on the links of the St. Andrew's Golf Club at Chauncey, located on the Putnam division of the New York Central Railroad. Because of the fact that the rules of the tournament call for thirty-six holes, it will be necessary to begin the matches in the morning. Eighteen holes are to be played in the forenoon and the remainder after lunch. No special arrangement has been made regarding the departure for the links of the entrants and their friends But it is likely that some of the party will leave here on the train that starts from Rector street at 7:25 a. m., Forty-second street at 7:44, 155th street at 8:10, and arrives at Chauncey at 8:51. A later train leaves Rector street at 9:05, Forty-second street at 9:24, 155th street at 9:50, and reaches Chauncey at 10:29

Two cups are to be awarded. One is offered by the CROCKERY AND GLASS JOURNAL to the competitor who establishes the lowest net score with the advantage of his regular club allowance. This cup has been made especially for the tournament by Manning, Bowman & Co , and becomes the permanent property of the winner. The second cup is to be subscribed by the contestants themselves and will go to the lowest net scorer without the advantage of a handicap. The subscription cup must be won three times before it becomes one's permanent property.

Twelve entries have so far been received, viz.: W. S. Pitcairn, Essex County Golf Club; Col. Chas. J. Seiter, Siwonoy Golf Club; John J. Miller, Baltusrol Golf Club; M. K. Lindner, Olympic Golf Club; J. D. Dithridge, Dunwoodie County Club; A. S. Higgins, St. Andrew's Golf Club; H. P. Muirheid, Roseville Golf Club; Wm. H. Race, Meriden Golf Club; W. L. Mirrielees, West Side Golf Club; L. S. Owen, Arsdale Golf Club; Moses Mellen, Chevy Chase Golf Club; L. S. Hinman. This entry list is expected to receive several additions before next Wednesday.



CROCKERY AND GLASS JOURNAL GOLF TROPHY.

As previously explained, competition is open to every gentleman identified with the trade, and entries may be submitted either to the CROCKERY AND GLASS JOURNAL or to any member of the following committee: H. P. Muirheid, chairman; J. D. Dithridge, secretary; John J. Miller, Wm. S. Pitcairn and Col. Chas. J. Seiter.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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NEW YORK, SEPT. 13, 1906.

HOW TO ATTRACT THE SHOPPER.

SOME months ago there appeared in these columns a series of suggestions to the window-dresser. Among them was one that had received its inspiration from a unique and effective display made by a certain small boot and shoe merchant. The latter, instead of filling his window with a varied assortment of footware samples, decided on the occasion in question to exhibit but one shoe. It was placed directly in the centre of the window upon a small pedestal. The remainder of the window space was tastefully draped in a neutral tint, and the electric lighting was so arranged that the rays fell directly upon the lone sample. A neatly-printed card below the shoe told the story. The merchant afterwards declared that his odd scheme had attracted more people to his window and more patrons to his store than ever before in his business career.

This type of display has since been experimented with by various other window-trimmers, and the results, as far as can be learned, have been entirely satisfactory. One instance worth citing concerns a china buyer for a Western department store who had purchased an unusually large stock of cut glass. Instead of filling the window at his disposal with a number of specimens, the buyer ordered the window-dresser to line the window with black velveteen, and in the centre, upon a pedestal, he placed one piece of cut glass. The lights were so arranged that the article appeared to the best advantage, and near it rested a window-ticket. The fact that the entire stock was closed out in a few days, the buyer asserted, was attributable largely to the curiosity and interest aroused by the one-piece display in the window.

Another concern employed this scheme to advantage in its desire to boom a sale of lamps A window was lined throughout with white sateen, and in the centre was placed a lamp with a jeweled globe. The lamp alone furnished illumination for the window, and the effect created was, naturally, most pleasing.

Like any other novelty, this idea in window-dressing should not be worked to death. It is easily one of the most effective schemes ever hit upon by the window-trimmer; but it is also destined to lose its value if served up too frequently.

PERSONAL.

FOR the past two years and a half Emil Fleer has not been a frequent visitor down town, where he was once so conspicuous It was no wonder, therefore, when his added avoirdupois and the alteration in his hirsute adornment are taken into consideration, that on his coming into the lower District last Tuesday he was hardly recognized. He was very cordially welcomed by a lot of old friends.

Leonard Rouquart came in from Europe recently on La Provence. He was abroad for several weeks and divided his time among the Swedish, Norwegian and French china factories whose American interests he represents.

Geo. F. Mackey is booked for a brief Western tour with Chas. Ahrenfeldt & Son's line. He leaves here before the end of this week.

An arrival in town last Friday was R. A. Cavanaugh. It was "Dick's" first appearance here since his recent change of base from the management of A. Lisner's china department in Washington to that of A. A. Brager in Baltimore.

E. Offner is in New York to make purchases for his New Orleans store. He arrived last Friday.

If E. P. Sundborg leaves very soon for his home in Fargo, N. D , he will take back with him a poignant reminder of his Eastern visit. During his brief stay here he has acquired a dose of blood-poisoning that has tended to detract from his physical attractiveness.

H. M. Stockman surrendered the management of Trask, Prescott & Richardson's china department in Erie, Pa., last Saturday in order to affiliate himself with the housefurnishing department of Wanamaker's

new store in this city. Mr. Stockman is to act as assistant to J. F. Collins. He assumed his new duties on Wednesday.

⚜

E. Torlotting reached New York on Monday aboard La Bretagne, from Havre. He comes here, accompanied by Mrs. Torlotting, as the successor to L Kirschving in the American representation of the St Louis Crystal Glass Co. Mr. Kirschving, who occupied that position for several years, will hereafter superintend the cutting department of the factory on the other side.

⚜

John Tyndale, of Wright, Tyndale & Van Roden, Philadelphia, was a welcome visitor to New York this week. He placed a few orders for immediate delivery.

⚜

Wm. Howell, of Burley & Tyrrell, Chicago, arrived in New York last week, but only remained a few days, much to the regret of his many friends.

⚜

A. B. Levan, of Kinney & Levan, honored New York with his presence the latter part of last week, staying over a day or two this week. Mr Levan's visits are all too few and too short to suit his friends in the District.

⚜

O. M. Taylor has resigned as manager of the Elder & Johnson Co.'s china and housefurnishing department in Dayton, O. His successor is Chas. Riley.

⚜

Wm. Scammel is corralling orders in Boston this week for the Maddock Pottery Co. He is registered at Young's Hotel.

⚜

D. R. Marshall is at his desk in the Tarentum Glass Co.'s New York office after a summer's residence in New Hampshire. During his absence Mr. Marshall traversed his usual Eastern route, and he covers the same territory again next month.

⚜

J. H. Folwell, of Racine, Wis., arrived in Davenport, Ia., several days ago in order to take charge of the business of the Folwell Crockery Co., successors to the Guy Crockery Co.

⚜

Mr. Evans has resigned as general manager of the hotel china department at Wanamaker's store, this city. No successor has been named at this writing

⚜

G. E McFarlin, manager of the Boston office of the Pittsburgh Lamp, Brass and Glass Co., was a New York visitor several days ago.

⚜

A. W. Goodman is now managing the Clinton-Close Co.'s china department in Toledo, O. His predecessor, Eugene Schmidt, has been with Heyn, Binswanger & Co., Detroit, Mich , for some time past.

⚜

J. B. Owens came on from Zanesville, O., early in the week to attend to some business matters connected with his tile and art pottery interests.

⚜

Mr. Skinner has given up the management of J. M. Hartley's Sons' crockery department in Fairmount, W. Va., in order to take a similar position in the West.

POTTERY IMPORTS IN THE PHILIPPINES.

STATISTICS in connection with the commerce of the Philippine Islands, contained in the quarterly summary just published, indicate that the demand for earthenware and stoneware is advancing in pro portion to the improved social conditions of the islands. From January to March last the imports from this and other pottery producing countries aggregated $32,020, as against only $9,578 during the same three months in 1905. The countries principally benefitted by this increase were Great Britain and Germany The United States lost rather than gained, having exported only $664 worth of ware to the islands in the three months as against $83, in the preceding year. In nine months up to March the Philippines received imports totalling $76,005, nearly double that of previous years. China, as well as Germany and Great Britain, figures conspicuously in this nine-months' increase, while this country has lost ground

With this improved demand for earthenware and stoneware, the Philippine residents have exhibited a corresponding lack of interest in china. The imports of china have declined steadily during the past three years, but not, of course, to the same extent as has the advance in earthen and stoneware imports. For nine months ending in March, 1904, there was imported $23,440 worth of china In 1905 the total fell to $18,680, and this year it has dropped to $16,107.

NLOADED TINWARE AT WRONG ADDRESS.

FOR some time Nichthauser & Levy, tinware dealers at 79 Beekman street, this city, have missed goods from their establishment. Joseph Kurlan, one of the firm's drivers, was finally suspected, and Nichthauser did a little detective work of his own. Following Kurlan one evening, when the driver left with a truck loaded with tinware, he trailed him to a cellar at 49 Jefferson street. There Fannie Levy met Kurlan and the two unloaded the truck. The police were notified and found in the cellar more than two truck-loads of tinware, valued at about $500. The firm says this represents only a small part of what it has lost. Kurlan and Miss Levy have been arrested.

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OBITUARY.

DANIEL NOYES LATHROP, who for forty years was manager of the S P. Pierce & Co. crockery business at Syracuse, N. Y., died Sept 3. Mr. Lathrop was born at Montrose, Pa , Sept. 9, 1835. He enlisted in Company D, 185th Regiment, New York, Sept 8, 1864, was made captain, and on March 29, 1865, was shot down bearing the colors in his hand. The deceased was a very popular man, and was familiarly known as "Uncle Dan" in the trade and among his personal associates. He was also prominent in the Masonic fraternity. He was a contemporary of Chas. Auel and men of his time, and one of the few remaining of the old guard. For the last five years Mr. Lathrop had been City Assessor of Syracuse, to which office he attained after leaving the crockery business. His demise will be regretted by all who knew him.

Alexander Dick, of the firm of Fowler, Dick & Walker, which conducts large department stores in Wilkesbarre, Pa., Binghampton, N. Y., and Evansville, Ind , died in Wilkesbarre on Tuesday of a complication of diseases. He was fifty-seven years old.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Aug. 25,'06	Corresponding period 1905	Exports Jan. 1 to Aug. 25,'06	Corresponding period 1905
Boston	523	265	4826	4069
New York	651	624	4099	4511
Baltimore	1 99	916	9662	8170
Philadelphia	69	57	859	643
New Orleans	889	208	2792	2588
Newport News	213	66	976	667
San Francisco	258	149	1149	744
Portland (Me.)	87	9	595	334
Galveston	265	99	978	650
Portland (Or.)	85	42	688	347
Inland Points	878	603	8182	10057
Total	4667	3038	34806	32770

From the Freight and Shipping Circular of John Edwards & Co , Liverpool

TO	Shipments week end'g Aug. 25,'06	Corresponding period 1905	Exports Jan. 1 to Aug 25,'06	Corresponding period 1905
New York	84	254	4171	4544
Boston	105	23	4905	3870
Philadelphia	8	7	819	653
Baltimore	186	228	9812	8498
San Francisco	....	66	1119	734
New Orleans	126	2	2988	2521
Portland (Me.)	10	..	495	191
Galveston	....	29	955	636
Newport News	87	....	860	736
Portland (Or.)	....	....	739	347
Inland Points	47	55	8928	9689
Total	503	664	35791	32829

BRONZE COMPANY CHANGES HANDS.

THE sale was effected several days ago of the Colonial Bronze and Silver Co., of Kingston, N. Y., to the Ornamental Bronze and Plate Co., also of Kingston. The latter is a new concern and has been formed for the purpose of manufacturing clocks and bronzes. The Colonial Co , which it has absorbed, was established about a year ago by M. E. Moore, who had previously been at the head of the M E. Moore Bronze and Plate Co. Mr.. Moore is not, however, identified in any way with the new company.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending September 11, 1906

ANTWERP

115	packages	glassware	B Gunthel
24	"	"	The Julius Levy Co
72	"	"	Miscellaneous Orders
30	"	chinaware	L Straus & Sons
9	"	"	J H Venon
3	"	"	Miscellaneous Orders
160	"	earthenware	G F Bassett & Co
1	"	"	Geo Borgfeldt & Co
5	"	"	Bawo & Dotter
3	"	"	Fensterer & Ruhe
26	"	"	F W Woolworth
54	"	"	Strobel & Wilken Co
8	"	"	Miscellaneous Orders
115	"	toys	Amberg, Brill & C
50	"	"	Geo Borgfeldt & Co
99	"	"	B Illfelder
84	"	"	Samstag & Hilder Bros
20	"	"	A Steinhardt & Co
41	"	"	C B Rouss
3	"	"	R H Macy & Co
79	"	"	Strobel & Wilken Co
291	"	"	Miscellaneous Orders

BREMEN

50	packages	glassware	L Straus & Sons
1	"	"	Samstag & Hilder Bros
14	"	"	A Steinhardt & Bro
40	"	"	Strobel & Wilken Co
126	"	"	Miscellaneous Orders
41	"	chinaware	C E Wheelock & Co
145	"	earthenware	Geo Borgfeldt & Co
81	"	"	Karl Hutter
3	"	"	Hamburger & Co
86	"	"	Knauth, Nachod & Kuhne
5	"	"	N Wapler
2	"	"	L Straus & Sons
178	"	"	Strobel & Wilken Co
23	"	"	Miscellaneous Orders
1	"	toys	Geo Borgfeldt & Co
2	"	"	Hamburger & Co
1	"	"	R H Macy & Co
8	"	"	F A O Schwartz
48	"	"	G W Travers
85	"	"	F W Woolworth
189	"	"	Strobel & Wilken Co
179	"		Miscellaneous Orders

CHRISTIANA

26	packages	glassware	Geo Borgfeldt & Co
28	"	"	E Rorke
4	"	chinaware	Ceramic Importing Co

COPENHAGEN

114 packages glassware ..... Fensterer & Ruhe
24 " " ..... Geo Borgfeldt & Co
25 " chinaware ..... Christian Scherfig
2 " earthenware ..... Fensterer & Ruhe
3 " " ..... Christian Scherfig
24 " " ..... Geo Borgfeldt & Co
2 " " ..... Miscellaneous Orders
101 " toys ..... Geo Borgfeldt & Co

NAPLES

2 packages earthenware ..... Bawo & Dotter
23 " " ..... Geo Borgfeldt & Co
7 " " ..... L Straus & Sons

HAMBURG

200 packages glassware ..... Brown Bros
18 " " ..... Hamburger & Co
9 " " ..... J Wygand & Co
157 " " ..... W R Noe
81 " " ..... Fenesterer & Ruhe
142 " " ..... O O Friedlander
100 " " ..... F Euler & Co
8 " " ..... Bawo & Dotter
168 " ..... Eimer & Amend
5 " " ..... Koscherak Bros
8 " " ..... L Straus & Sons
3 " " ..... C Ahrenfeldt & Son
9 " " ..... G F Bassett & Co
5 " " ..... F Bing & Co
7 " " ..... L D Bloch & Co
12 " " ..... Higgins & Seiter
12 " " ..... Kmy-Scheerer Co
10 " " ..... Julius Palme
58 " " ..... Strobel & Wilken Co
359 " " ..... Miscellaneous Orders
27 " chinaware ..... C E Wheelock & Co
88 " " ..... The Julius Levy Co
260 " earthenware ..... Geo Borgfeldt & Co
115 " " ..... J Wygand & Co
344 " " ..... F W Woolworth
33 " " ..... L D Bloch & Co
7 " " ..... N Wapler
105 " " ..... Bawo & Dotter
2 " " ..... C L Dwenger
24 " " ..... Hamburger & Co
84 " " ..... L Straus & Sons
7 " " ..... E R Thieler
24 " " ..... Chas Ahrenfeldt & Son
7 " " ..... F Bing & Co
28 " " ..... Eimer & Amend
6 " " ..... Fensterer & Ruhe
2 " " ..... M Kirschberger
1 " " ..... Koscherak Bros
84 " " ..... Julius Palme
94 " " ..... Strobel & Wilken Co
166 " " ..... Miscellaneous Orders
14 " toys ..... Hamburger & Co
30 " " ..... Samstag & Hilder Bros
69 " " ..... B Illfelder & Co
8 " " ..... R H Macy & Co
2 " " ..... Bawo & Dotter
144 " " ..... Strobel & Wilken Co
241 " " ..... Miscellaneous Orders
6 " harmonicas ..... Strobel & Wilken Co

LIMOGES

147 packages chinaware ..... W L Briggs

LIVERPOOL

11 packages chinaware ..... Bawo & Dotter
2 " " ..... Geo Borgfeldt & Co
15 " " ..... Strobel & Wilken Co
4 " earthenware ..... J Davison
14 " " ..... Knauth, Nachod & Kuhne
24 " " ..... The Julius Levy Co
54 " " ..... Strobel & Wilken Co
48 " " ..... Miscellaneous Orders
2 " glassware ..... J Davison
10 " " ..... Strobel & Wilken Co
57 " toys ..... " "

SOUTHAMPTON

58 packages chinaware ..... Paroutaud & Watson
11 " " ..... Geo Borgfeldt & Co
7 " " ..... Bawo & Dotter
9 " ..... C L Dwenger
11 " " ..... Hamburger & Co
5 " " ..... F W Jenkins & Co
25 " " ..... Wm Guerin & Co
10 " " ..... Vogt & Dose
10 " " ..... Miscellaneous Orders

FIUME

87 packages glassware ..... Endemann & Churchill
16 " " ..... J Palme
16 " ..... Koscherak Bros
112 " " ..... F W Woolworth

TRIESTE

244 packages glassware ..... A L Crawford

ROTTERDAM

89 packages toys ..... Strobel & Wilken Co
50 " " ..... Amberg, Brill & Co

IMPORTS AT PORT OF BOSTON.

HAMBURG

151 packages earthenware ..... Jones, McDuffee & Stratton Co
1 " " ..... Stone & Downer
3 " " ..... Hamburger & Co
1 " " ..... Charles A Clarke
1 " " ..... F W Manning
3 " " ..... W N Proctor & Co
1 " " ..... Bigelow, Kennard & Co
1 " " ..... Walter Kimball & Co
30 " " ..... L Wolf & Co
22 " " ..... Bawo & Dotter
5 " " ..... L E Knotts Apparatus Co
30 " " ..... Harvard College
226 " " ..... First National Bank
170 " " ..... R F Downing & Co
3 " " ..... Jordan Marsh Co
834 " ..... Geo Borgfeldt & Co
43 " " ..... Houghton & Dutton
17 " " ..... Miscellaneous Orders

ANTWERP

2 packages earthenware ..... Jones, McDuffee & Stratton Co
1 " " ..... American Express Co
10 " " ..... J B Moors & Co
9 " ..... Stone & Downer
393 " " ..... Geo Borgfeldt & Co
9 " " ..... R F Downing & Co
95 " " ..... L Wolf & Co
1 " " ..... Houghton & Dutton
18 " " ..... Miscellaneous Orders

LIVERPOOL

24 packages earthenware ..... Jones, McDuffee & Stratton Co
4 " " ..... Richard Briggs Co
1 " " ..... W N Proctor & Co
11 " " ..... Mitchell, Woodbury Co
2 " " ..... Reichner Bros
11 " " ..... Miscellaneous Orders

GENOA

8 packages earthenware ..... Stone & Downer
1 " " ..... Eliot Hubbard
13 " " ..... Miscellaneous Orders

ROTTERDAM

5 packages earthenware ..... American Express Co
5 " " ..... R F Downing & Co
43 " " ..... L Wolf & Co

MANCHESTER

106 packages earthenware ..... Downing's American Despatch

COPENHAGEN

4 packages earthenware ..... B D Webber



BUYERS are noticed in pretty large numbers in the houses which carry stock; but the establishments catering only to import trade contain few visitors, although some of the latter are attracting buyers because of their disposition of samples.

Bassett's letter writer, together with the President, has run against an impassable barrier It has just been discovered that some years ago Congress in joint session passed a law making Webster's dictionary the authority for all government documents. So the epistle this week is in English "as she is writ," and winds up with an ingenious turn to call attention to Bassett China and Bassett English stock patterns. How this is done will be seen by reference to another page.

Articles appropriate for wedding gifts are in demand at this time because of the popularity of October as a month for nuptial ceremonies. Anticipating the desire of relatives and friends of prospective brides to present them with something dainty and yet useful, Bawo & Dotter have fortified themselves with some teapot, sugar and cream sets that are modest in price, but pretentious in appearance. The decoration consists of green oak leaves on a green shaded ground, which is handsomely embellished with coin gold.

S. B. & C. B. Clark, 43 Park Place, have been appointed New York representatives of the Turner & Seymour Mfg. Co., Torrington, Conn. The latter are manufacturers of gas and electric portables, plateaux, candelabra, match safes, smokers' sets, etc. These goods are clothed in not only all of the standard finishes, but also a couple of which they are recent creators.

John Davison is offering for sale the import samples of dinner, fish and game plates which he had on view in the spring. Some of these plates are very beautiful, and all are exceptionally fine To make room for new fall lines he is offering them at a liberal discount. The quality and excellence of design which characterize all the wares shown by Mr. Davison is so well known that the mere announcement will be sufficient to bring him many inquiries

Announcement has just been made of the appointment by three well-known English factories of Jas. Douglass as their representative in this and the Canadian markets. The firms include Pearson & Co., of Stourbridge; Aynsley's Portland Works, of Longton; and the Bretby Art Pottery Co. of Woodville. The acquisition of these lines, together with that of Clementson Bros., of Hanley, Eng , of which he has been the sole agent in the United States and Canada for some time, has made it necessary for Mr. Douglass to enlarge his headquarters, and he has therefore taken two additional rooms on the second floor of the building at 24 Park Place and 19 Barclay street, making three in all. The largest room is occupied by specimens of Pearson & Co 's colored glass vases, epergnes, jugs, tableware, etc., and also the semi-china, porcelain, white granite and decorated ware from Clementson Bros. One of the smaller rooms is fitted up especially for the proper display of jardinieres, pedestals, umbrella stands, vases, tobacco jars, plaques and table ornaments from the Bretby factory, and in the other are samples of Aynsley's china in service plates, dinner, tea and breakfast sets.

The "lid" is off in Murray street! The suppression of Canfield and others of his gambling associates may have caused the closing of the more prominent palaces of chance, but it hasn't had any appreciable effect upon the open air Monte Carlo that is maintained daily in Murray street, between Church street and West Broadway. The office-boys in the District are the principal supporters, and they risk their finances on the turn of the dice during the luncheon hour Murray street's wooden pavement substitutes the usual green cloth. The heads of several houses in the vicinity have lately ordered the

distribution of water from upper stories into the heart of these juvenile gatherings. While the water has rarely missed its mark, the boys remain undismayed and bob up serenely the next day at noon. If your office-boy is ever overdue hereafter, you might take a peep up Murray street.

Some fancy lines in stock are being closed out by Endemann & Churchill. The offerings include many particularly desirable items in the form of service plates, dinnerware, ice cream, chocolate, tea and breakfast sets, cuspadores, etc. The line of plates is especially large and varied, ranging in price from moderate to very expensive specimens.

Quite an extensive addition to Gill & Co.'s assortment of portables reached their salesroom at 25 West Broadway a few days ago. Most of the pieces are garbed in their newest finish, the Antique. The latter is a sort of combination bronze and green, the color being applied in a manner suggestive of antiquated bronze. The Jap bronze is another decidedly pretty finish in this collection. Accompanying these portables is a green shade with a satin-finished interior. This shade radiates a soft, rich light, and also shows to fine advantage when not illuminated.

When W. S Pitcairn announced last spring the production of the "White Marquis" by W. H. Grindley & Co the trade believed that the acme in English earthenware had been reached. Messrs. Grindley & Co. now announce the production of "The Duchess." While it can hardly be said that this excels the "White Marquis," the quality of which is still unsurpassed, the shape and the embossing render it more distinctive. Too much praise cannot be lavished upon these two patterns. The trade, quick to know a good thing, seized upon the first with avidity, and this week will have an opportunity to see the second, when they will undoubtedly feel the full force of their characterization as "noble and suitable companions," and have them both put upon their shelves.

Attention is again called to the green fireproof cooking ware advertised by L Straus & Sons on our first page this week. The success attending the introduction of this line of goods is phenomenal. The ware itself is all right, and the change from the old-time color that has been in use so long to this rich dark green has taken the fancy of consumers, who are using it with evident satisfaction, as repeat orders testify. In singling out this one line it must not be forgotten that L. Straus & Sons carry in stock pottery and glass from over a thousand factories, representing almost every known variety of these two commodities. The 5-and 10-cent store man can have his wants supplied as well as the jeweler who deals in high art wares, while the general crockery dealer and department store buyer can find anything and everything they may want. The wise buyer will make it a point to see the stock in New York if he can. In any event he should make it his business to carefully inspect the samples of the travelers when they call.

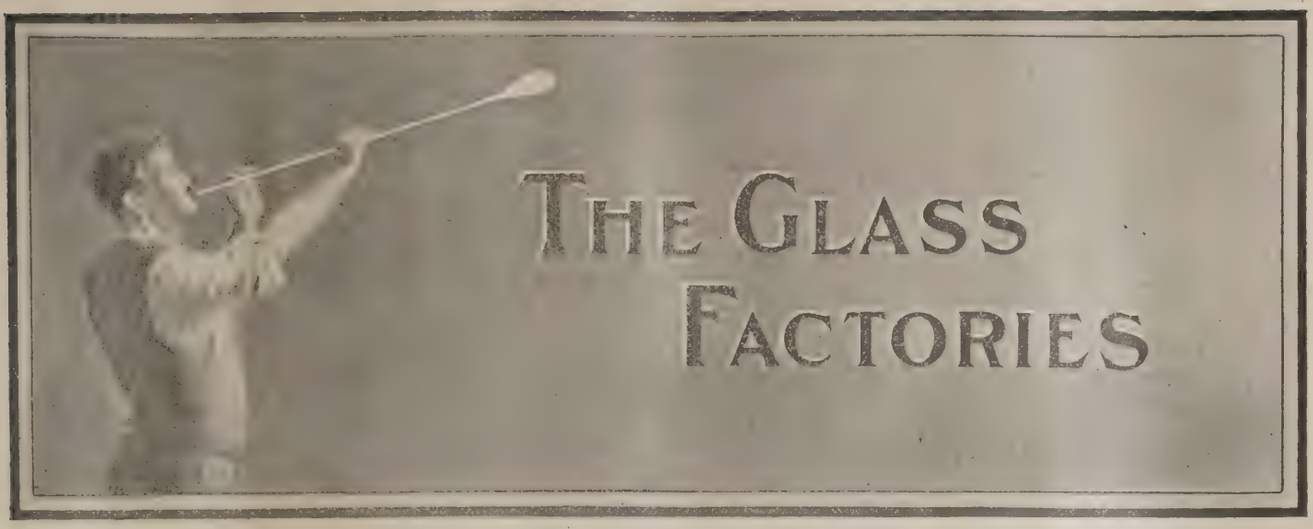
Robt Slimmon & Co. are offering an entirely new design on Wilkinson's "Silver" shape. The new pattern differs materially from anything which he has ever shown before, being a combination of print and gold with colored flowers, and is certainly one of the best things that he has ever put on his tables It will satisfy the most fastidious taste The shape has been on the market long enough to give it a fair test, and its popularity is now beyond question. There is a full display of the line in their warerooms, and every buyer should see it. Deliveries can be made in October and November of this year.

In the display of Danish vases from the Warwick China Co. at 66 West Broadway twenty-five distinct shapes are exploited. They vary in character from the most severely plain to reasonably elaborate ideas of contour; but associated with every one is a gracefulness of outline that satisfies the most hypercritical eye. This Danish line is the most recent of the Warwick China Co.'s art pottery contributions. It possesses a soft gray groundwork that is shaded here and there in a barely perceptible manner. The decorative studies are storks, pelicans and other birds, which are reproduced in browns, lavendars, greens and other tones that contrast rather strongly with the delicate groundwork and yet harmonize very pleasantly with it.

TWO INTERESTING CATALOGUES.

THERE has just come from the press a catalogue descriptive of the wares of the A. Radford Pottery Co. It is especially rich in the way of illustrations, and from it one may obtain a very intelligent idea of the scope and merit of the jardinieres, pedestals, umbrella jars, vases, cuspidores, jugs, mixing bowls, grass-growing pigs and kitchen cabinets produced by the concern. It will be mailed upon application to the factory at Clarksburg, W. Va , or W. H. Dunn & Co., 54 Murray street, this city.

Easily the most complete catalogue ever issued by Abels & Co. has just made its appearance. The forty pages contain numerous illustrations, especially in the form of brass easels, plaque hangers and china display articles. The originality and practicability of the designs are apparent. The catalogue also calls attention to the fact that only pure brass is utilized, and in order to insure handsome and durable goods the firm lacquers all gilt and silvered wares. Abels & Co. have been in business since 1873, which gives them the distinction of being the oldest firm in the trade. Their headquarters are at 460 West Broadway, to which the trade is invited.



Pittsburgh and Vicinity. Everyone seems to be fairly busy and confident of a successful trade during the fall Manufacturing operations at the various plants are going along smoothly and successfully, and all branches of the glass industry will be in operation at the close of the present week. The tableware, tumbler and shade factories are in full operation, and have been so during the month. The chimney factories are generally working regularly. The bottle factories are operating partly, and from present indications will continue to start new fires from week to week till all are going. They have no new scale nor concert of action, but will probably duplicate last year's operations without any.

The Pittsburgh Lamp, Brass and Glass Co have made new arrangements in regard to their traveling men. Pittsburgh will again be their headquarters, and their reports will be made direct to the main office, instead of to Manager Stoehr at Chicago. The latter will now give his whole attention to Chicago city and suburban trade. Business is reported very active. The company state that this is the busiest season in their history. Their new line of shade and fringe lamps is exciting a good deal of interest and showing a gratifying movement.

The E. S. Townsend Glass factory, making catsup bottles at Greenfield, Ind., was put in operation last Monday.

Byesville, O. Another glass factory by workers is now under consideration for the manufacture here of gas and electrical goods. The fact that the Byesville Glass Co. could not make a go of it is not very encouraging for the new enterprise; but perhaps under good management success may be obtained in the electrical line, which seems to be rapidly expanding its business.

Mound City, W. Va. A new cut glass factory was opened here the past week by J. A and T. J Sullivan. They have completed a new line of samples and are now ready for business.

Bellaire, O. The Bellaire Bottle Co started their new fire Monday. They installed a new heating system in their packing department, and made many repairs and improvements during the shutdown.

The Imperial Glass Co. are operating full. They commenced this fall on a new branch, and are now operating ten or twelve shops on prism glasses.

Moundsville, W. Va. The Fostoria Glass Co. are operating full in all their varied departments, and announce business and prospects excellent. President Dalzell has returned from his vacation in excellent health and spirits.

Cambridge, O. The Cambridge Glass Co. have set pots in their third furnace, and announce that they will put fire in them within a couple of weeks, or sooner.

Mound City, Kas. This city is to have one of the largest fruit jar factories in the State. Contracts have already been signed by parties controlling patents on a new kind of glass fruit jar. The factory will employ 150 persons, will occupy a ten-acre tract, and will have an output of 1,100 carloads of fruit jars a year.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

Miss K Sullivan, with E. W. Edwards & Son, c, Syracuse. Victoria.
F M Taylor, with Hochschild, Kohn & Co, hf, Baltimore. Woodstock.
R A Cavanaugh, with A A Brager, c, Baltimore.
Harry Wright, of Wright Bros, c, Vicksburg, Miss Victoria.
E Offner, c, New Orleans, La.
E P Sundborg, c, Fargo, N D.
Mr Tyndale, of Wright, Tyndale & Van Roden, c, Philadelphia.
Wm Howell, with Burley Tyrrell, c, Chicago.
A B Levan, of Kinney & Levan, c, Cleveland.
Miss R Wynn, with L C Moore Co, hf, Lawrence, Mass. B'dway Central.
A D Wilhelm, with H A Meldrum Co, hf, Buffalo. Herald Square.
R B Maxwell, Jr, of R B Maxwell & Co, t, Mansfield, O. St Denis.
C L Burton, with The Fancy Goods Co, Ltd, t, Toronto, Can, Imperial.
C Cleveland, with Sterling-Welch Co, hf, Cleveland, O. New Amsterdam
G Brenner, of The Elkus-Brenner Co, hf, San Francisco.
J J Forbes, with Maxwell & Stellman, hf, Milwaukee. Hoffman.
S D Johnson, c, Frankfort, Ky.
E A Frear, of W A Frear & Co, c, Troy. Imperial.
F J Stanley, with Porteous & Mitchell, t, l, Norwich, Conn.
C F Lauterbach, c, Petersburg, Va.
H I Belcher, with Jordan-Marsh Co, s, Boston. Wolcott.
Mr Starkweather, of Starkweather &Allen, c, Troy.
Mr Flint, with Van Heusen & Charles, c, Albany.
Swan Fine Art Co, Kansas City, Mo. Empire.
Mr Boutwell, of Boutwell Bros, Denver, Col.
C R Stearn, with L L Stearn & Son, l, Williamsport, Pa.
Eastman Bros & Bancroft, c, Portland, Me.
S I Raymond, c, Baton Rouge.
Dosser Bros, c, Bristol, Tenn.
Wm Coons, c, Plymouth, Pa.
Henry Landsberg, c, Washington, D C.
A B Stockholm, c, Poughkeepsie, N Y.
A J Shoeneman, c, Michigan City, Ind
Lanfield & Bro, c, St Mary's, Pa
Frank H Carpenter, c, Poughkeepsie, N Y.
Robinson & Co, c, Harrisburg, Pa.
S B Leonard Co, c, Tampa, Fla.
The Buckeye Exchange, l, New London, O.
Geo F Muth & Co, l, Washington.
J B Spruill, l, North Adams, Mass.
Lockwood Dep't Store, Potsdam, N Y.
E E Schleh, with Thompson, Gibson & Co, hf, Williamsport, Pa Marlborough.
A P Spangler, with Bush & Bull, c, Easton, Pa. Breslin.
Nolf Bros, c, Wadsworth, O.
Clark & Brainerd, c, New Britain, Conn.
Shotwell, Tucker & McGinn Co, c, Skaneateles, N Y.
W E McConn, c, Lexington, Ky.
August Bruder, c, Ft Wayne, Ind.
Diamond Parlor Jewelry Co, c, San Francisco.
S R James, c, Schenectady, N Y.
H H Tift, c, Tifton, Ga
E F Gorman, c Bellefonte, Pa.
Beard Art Stationery Co, c, Minneapolis, Minn.
D L Davis & Co, c, Ashtabula, O.
A B Burns, c, Montrose, Pa.
J V Hardy, with People's Department Store, hf, Rochester.
W W Everett, with Woodward & Lothrop, hf, Washington Broztell.
Wm E Pelham, of Wm E Pelham & Son, l, Newberry, S C.

BUSINESS BRIEFS.

Mull & Ewing's new china store in Marion, O., was opened a few days ago.

A new electrical porcelain factory is about to be started in Bournetown, Mass., by A. C. Burrage.

Ten acres of land have been purchased in Salem, Va , by parties who intend to occupy it for glassmaking purposes.

Twelve new sand bins and six drying bins are being added to the plant of the Glass Sand Co., Rockwood, Mich.

Incorporation papers were filed recently by the Weaver Glass and Queensware Co., Springfield, Mo., with $25,000 capital.

The Penn Brass and Bronze Works, Brooklyn, N. Y., has been incorporated to deal in brass and bronze goods. Capital, $10,000.

Fire did $10,000 damage recently in the Wilbur Block, Taunton, R. I. Among the sufferers was F. E. Chapman, dealer in china, etc

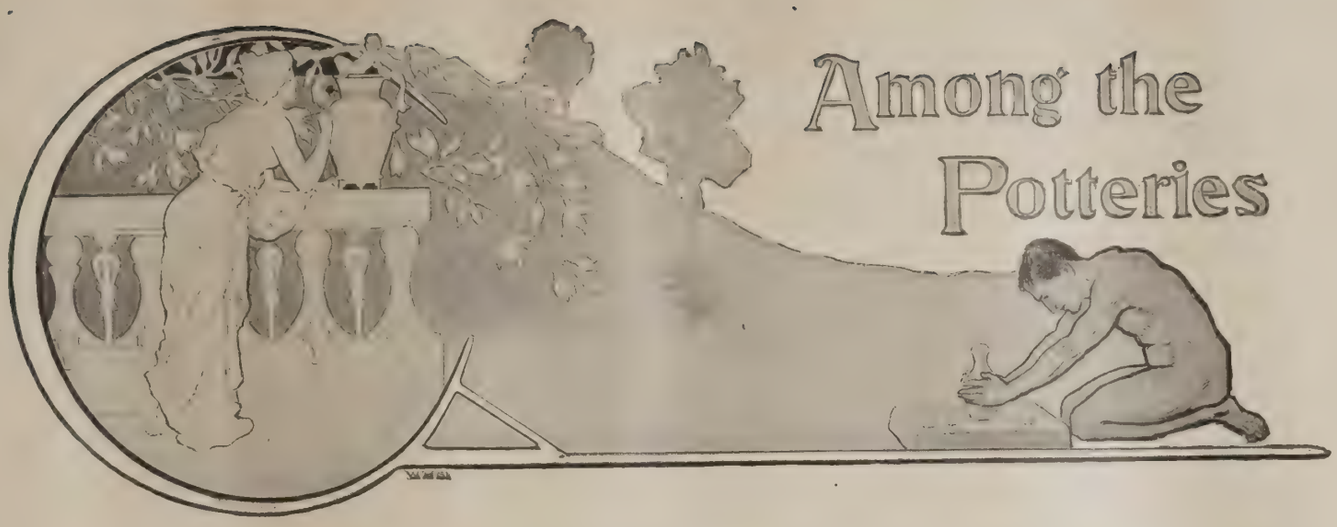
Employees of the Mt. Washington plant of the Pairpoint Corporation held their first annual outing recently at Sylvan Grove, near New Bedford, Mass.

The Cleveland China Store, Lorain, O., which has for some months been operated by D. D. Breckenridge, has been purchased by Messrs. Fulton and Quay, of Dayton, O.

With $50,000 capital the Ozark Pottery Co. filed articles of incorporation in St. Louis, Mo , recently. Incorporators: Robert P. Bringhurst, Clarence A Howard and Arthur T. Morey.

A certificate of incorporation was filed a few days ago by the A. J. Hall Co., of Meriden, Conn., dealers in china, glassware, etc. Capital, $15,000. Incorporators: Jas. D. Bergen, Isaac S. Gillette Leeman H. Howe and Arthur J. Hall.

The American Manufacturers' Co., of which P. K. Clark is president and F. B. Clark vice-president, is now representing ten distinct lines at 708 Market street, Philadelphia. These include the Ohio China Co., Salo Art Metal Co., Keystone Cut Glass Co., Huntington Tumbler Co., Cambridge Art Pottery Co , "Near-Bronze" Statuary Co., Canton Glass Co., Oriental Trading Co., Morgenstern & Goldsmith, and United Oilcloth Co.



East Liverpool and Vicinity.

The Western potteries appear to be operating satisfactorily. Generally they announce that their full regular capacity is employed, and that consumptive demand is absorbing their productions without delay. Both the manufacturing and business ends are now active and in wholesome condition. Stocks are kept up satisfactorily, though with difficulty in many potteries, owing to the strong demands made by current trade. The majority are keeping within reasonable shipping distance of their orders. All recognize that a strong fall business is ahead of them, and are concentrating their energies on making preparations for it.

* *

The veterans of the Civil War in Eastern Ohio, Northwestern West Virginia, and Western Pennsylvania held a meeting at Chester on Saturday last and took measures to form a permanent organization for holding an annual reunion. No reunion of the soldiers of this section has been held since August. 1885, when 32,000 veterans of the upper Ohio valley met at East Liverpool There are quite a number of old veterans among the potters, and great interest is evinced by them in this permanent reunion organization.

* *

The Congressional canvass for the Republican nomination is showing greater activity than ever in this 18th district. The matter, being deadlocked, was left to a primary vote to be held October 6. Every voter in the three counties—Stark, Mahoning and Columbiana—is being canvassed during the four weeks before Oct. 6, making personal republican politics red-hot. A number of our pottery politicians are devoting a good deal of time generally to Kennedy's interests. A primary nomination will be equivalent to an election.

* *

Manufacturing potters of the East Liverpool district at a recent meeting appointed a committee to stop the practice of stealing ware from the potteries and to prosecute all those who were caught doing so. People who have been known to purchase ware from the thieves are also to be summoned before Mayor W. V. Blake. Attorney George E. Davidson has been retained to look after the interest of the manufacturers in these cases.

* *

Bids have been asked by four manufacturing potters in East Liverpool for coal for the fiscal year commencing November 1. These manufacturers have decided to use coal for fuel because of the scarcity of gas. Arrangements are being perfected for the transforming of the kilns of a number of plants to burn coal. Some manufacturers believe that within a year nearly every pottery in the East Liverpoel district will be using coal for fuel.

* *

Joseph Chetwynd has resigned his position as manager of the Ford City pottery and returned to this city. He had been in charge of the plant for about a year.

Trenton.

After having been ill for several months Mr. Callear has resumed his management of the manufacturing end of the Maddock Pottery Co.'s business. Mr Callear was stricken with typhoid fever last April. Upon his discharge from the hospital he was ordered to the Pocono Mountains, where he remained until two weeks ago.

* *

An electric lamp and an equally new cut glass portable are two of the most recent of the General Mfg. and Supply Co.'s productions The electric lamp is of the same construction as an oil lamp except that the attachment for an incandescent bulb takes the place of the oil pot. There is also a light in the body. The lamp has a sand blast interior, which forms a pleasing groundwork for the decorative treatment. The cut glass portable may be used in conjunction with any type of shade desired It is fashioned along very graceful lines and possesses an excellent cutting. There are now stored in the factory of the General Mfg. and Supply Co nearly five hundred store and street gas-lamps which are to be closed out at a price. Their manufacture has been discon-

tinued because of the necessity for more room in which to build gas and electric portables. Fully two hundred distinct styles in portables are being made ready for the spring trade.

* *

Apparently the operative potters of this city are not manifesting very much interest in the proposal to establish a home for aged potters This matter, it will be recalled, was considered at the last annual convention of the Brotherhood and is to be settled at next July's conference. The Trenton workmen seem to favor, instead, a sick and death benefit fund.

* *

Representatives of the Manufacturing Potters' Association and the National Brotherhood of Operative Potters meet here this week to consider the adoption of a new wage scale in the sanitary branch.

Wheeling. The Wheeling Potteries Co are doing the largest business since their organization. They are covering a wider range of manufacture and have demands that promptly consume it.

* *

Business at the Warwick China Co. shows no abatement. It is, in fact, the largest and best this well and favorably known pottery has enjoyed. They are pushing vigorously in all departments and on all lines. Their Ioga specialties were never moving so well at this period of the year as at present, and their popularity was never so well established, though they have become really staples, from their practical worth, moderate cost and intrinsic merit.

Zanesville, O. Manufacture is about to be resumed at the old pottery between South Zanesville and Fair Oaks under the direction of the newly-organized Taylor Pottery Co. The latter firm is capitalized at $10,000 and has at its head E. L. Taylor. It is intended to make flower pots, jugs, etc.

Marshalltown, Ia. All the property of the Marshalltown Pottery Co has been placed in the hands of Banker T. J. Fletcher, of this city, as trustee. The transfer is subject to a trust deed of $30,000. The plant has not been in operation for two years. It is one of the most complete factories in the country, and includes an immense three-story brick building, first-class kilns and improved machinery. There is some talk about manufacture soon being resumed.

Baltimore, Md. Fire visited the plant of the Edwin Bennett Pottery Co. here a few days ago and caused a loss of $5,000. The origin of the fire is unknown.

IN THE HOUSEFURNISHING WORLD.

Parker & Barnes' broom-handle factory in Montague, N. Y., was recently destroyed by fire.

* *

The Anderson, Ind., Table Co., has been chartered to do a general woodworking business.

* *

The Weisser Low Co. opens a new department store in the Oliver block, Pittsburgh, on Sept 15.

* *

An eight-story addition to H. C. F. Koch & Co.'s department store on 125th street, this city, is to be built at a cost of $118,000.

* *

The Climax Mfg Co., Orange, Mass., has been incorporated to deal in household goods and toilet articles. Capital, $10,000.

* *

Wiggington Bros., who do a general merchandise business at Killeen, Texas, have filed a petition in voluntary bankruptcy. The assets and liabilities are unknown.

* *

The new Grand Leader department store at Sixth street, Washington and Lucas avenues, St Louis, Mo., was opened last Saturday. The fixtures in this store are reputed to have cost more to the square foot than those of any other establishment in that part of

James Douglass,

24 Park Place, New York,

SOLE AGENT IN THE UNITED STATES AND CANADA FOR THE FOLLOWING ENGLISH FACTORIES:

Clementson Bros.,
HANLEY.

Pearson & Co.,
STOURBRIDGE.

Aynsley's China,
LONGTON.

Bretby Art Pottery Co.,
WOODVILLE.

IMPORT SAMPLES NOW COMPLETE AND INSPECTION SOLICITED.

JOHN DAVISON,

Sole Agent for the Following Noted English Firms:

The Coalport China Co., Ltd.
Geo. Jones & Sons, Ltd.
Stevens & Williams, Rock Crystal Glassware
Adderleys, Ltd.
F. Winkle & Co.
Thomas Poole.

12 Barclay Street, New York.

Import Samples of Dinner, Fish and Game Plates for Sale at a Liberal Discount.

The POTTERS' CO-OPERATIVE CO.

Dinner line is the most artistic, largest, and the strongest ever
Run by us, and we are positive it will meet your
Expectations. Our big line of
Specialties contains some of the bargains of the
Day. Also the best and most complete line of Toilet
Ever shown. Our Hotel China has
Never been equalled. Have you seen our lines?

DROP US A CARD.

The POTTERS' CO-OPERATIVE CO., East Liverpool, O.

the country. The investment in furnishings alone is $400,000. The building, exclusive of furnishings, cost $1,100,000, and the ground $1,500,000. The amount of merchandise carried in stock will bring the total investment up to $5,000,000.

* *

The Rolla Department Store Co., of Rolla, Mo., has been chartered with a capital of $40,000. Incorporators: J. B. Capps, Harry R. McGraw, Eugeue H. Coffmann and others.

* *

The R. H. White Co., Boston, has been awarded by the Government experts the contract for furnishing and laying all the linoleum required by the battleship Vermout. The amount involved is something like $10,000.

* *

The Imperial Department Store Co., Trenton, N. J., is being sued for $1,425 owing in rental to O D. Wilkinson. The company leased the property for a period of five years, but retired from business a few months ago before the lease had expired.

* *

W. H. L. Jones, proprietor of a department store on Main street, Paterson, N. J., has been thrown into involuntary bankruptcy. Edgar M. Tilt was appointed receiver. The assets are said to be about $8,000 to $10,000, consisting of stock. Against these is estimated the liabilities are $15,000.

* *

That the merchants of Fulton street, Brooklyn, intend to have that busiest thoroughfare of their borough cleared of subway debris was indicated in the petition they have presented to Mayor McClellan. Every merchant in Fulton street, from Flatbush avenue to Court street, signed it, and those who drafted it did not mince words. They assert that the street has been completely blocked for a year, and that the neglect of the officials has worked a "criminal injustice to those who have to do business in the locality."

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

WANTED—Up-to-date traveling salesman wants a line of pottery, glass, stoneware and lamps on a commission basis for Philadelphia and Eastern Pennsylvania trade. Can produce results. Address Box 414, this office.

WANTED—Good lines of pottery and glass, on commission, by an experienced man with large following Office to show samples in crockery district New York city. Address Box 412, this office.

AN established agent, with first-class connections and doing a large business in New York and vicinity, is open for a line of pressed and blown glassware for said territory on a commission basis. Can furnish first-class references, and results assured. Address "SUCCESS," this office.

HELP WANTED.

WANTED—A man who understands the china business as a head retail salesman and assistant manager of our retail business—one who can sell goods and divide some of the responsibilities with the manager. Must be of good appearance and experienced Address, stating full particulars and salary expected, GEO H. WHEELOCK & Co., South Bend, Ind.

AN assistant wanted for crockery and housefurnishing goods store. An exclusive china store with a department of cooking utensils in Iowa wishes to secure an up-to-date, live, money-making assistant who can trim windows, sell goods and divide some of the responsibilities which one manager cannot assume Must be young, good appearing, experienced in line Prefer young man from smaller town. Address, stating amount of past experience and with whom, also salary expected, DAYLIGHT CHINA STORE, this office.

WANTED—Several decorators on china and glass—scroll workers preferred THE HANDEL CO, A. W. Parlow, foreman, Meriden, Conn.

WANTED—Manager and buyer for our china and housefurnishings. None but a first-class one need apply. Give reference and state salary expected Apply at once to SCHIPPER & BLOCK, Peoria, Ill

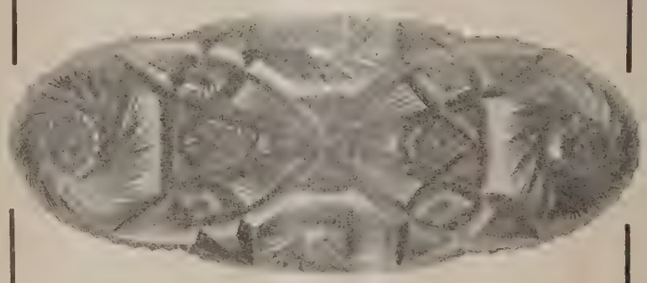
STOCK and order clerks wanted in a wholesale importing china and glassware house Only experienced hands need apply. Good salary. References required Address P. O. Box 1872, New York City.

SITUATIONS WANTED.

WANTED—By an experienced and successful salesman with a large acquaintance among buyers from the Atlantic to the Pacific, a position with first-class importing house in crockery and glass, or with a high grade domestic manufacturer Address Box 413, this office.

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equalled. Absolutely the best quality, with low price.

H. C. Fry Glass Co.,

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

A Great Aggregation of

Japanese and Chinese Porcelains

just opened for inspection by

Carlowitz & Co.,

537 and 539 Broadway, New York.

Telephone 1966 Broad.

GREAT VALUES.

THIS line includes some of the prettiest patterns ever shown in Fancy Bishue Porcelain, comprising assorted Vases, Bric-a-Brac and Tableware; also Bronzes, Ivories and other specialties of the countries, in both oriental and occidental designs.

We are offering special drives in Tizans, Satsuma and Moriage Vases, all sizes, for immediate delivery.

A large stock of desirable goods now ready for instant shipment.

Complete lines of Teakwood Furniture.

It will interest you to see our goods. The prices will astonish you.

SAMPLE PACKAGE

Intaglio Engraved

CRYSTAL and GOLD GLASS

26 Pieces for $25.00 Net

INCLUDING PACKAGE CHARGES.



Asst No. 3618C. 26 Pieces for $25.00 net

CONTENTS

1 Bowl, 8 in	Retail at $4.50 each		1 High Foot Comport	Retail at $1.50 each	
1 Bowl, 7 in	"	3.00 "	1 " " "	"	1.00 "
1 Nappy, 5 in	"	2.00 "	1 " " "	"	1 50 "
1 Plate, 5 in	"	2.00 "	1 Hld. Basket	"	3.00 "
1 Nappy, 8 in	"	3.75 "	1 Bowl, 7 in	"	4.50 "
6 Bonbons, Hld	"	.50 "	1 " 5½ in	"	1.50 "
6 " Footed	"	.65 "	1 Nappy, 7 in	"	2.75 "
1 Loving Cup	"	2.25 "	1 " 7 in	"	3.00 "

MADE AT OUR OWN FACTORY, STEINSCHOENAU, BOHEMIA.

Genuine Gold Leaf used---will not Tarnish.

BAWO & DOTTER

26 o 34 BARCLAY STREET, NEW YORK CITY

FROM STOCK

FOR

IMMEDIATE DELIVERY

THERE is a scarcity of stock goods in some lines. We have good stocks in many lines. If you need

German Fancy Goods,

Dinner Ware in Austrian, German, French and English makes,

Bassett China, or

Bassett Stock Patterns,

let us hear from you.

Geo. F. Bassett & Co.,

49 Barclay Street and 52-54 Park Place,

NEW YORK.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street, New York City.

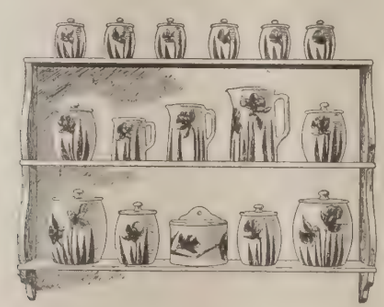
We present for the consideration of buyers a revival of an antique dinner pattern, called

"The Rhine."

This is a shape successfully produced at least one hundred years ago, and is now offered at such a price that all can use it.

Word-painting, or even illustrations, fail to do justice to this pattern. It should be seen at our warerooms, where it is fully displayed.

A. J. Wilkinson, Ltd. Bourne & Leigh. Upper Hanley Pottery Co. J. H. Weatherby & Sons.



A Cabinet for the Kitchen.

ILLUSTRATION above tells its own story in so far as the style of the cabinet and the character of the receptacles for tea, coffee, salt, spices, starch, etc., are concerned. We sell them complete. Just what the housewives want.

A. Radford Pottery Co.,

Clarksburg, W. Va.

New York Showroom:
W. H. DUNN & CO., 54 Murray St.

WE HAVE NO COMPETITORS.

BLAU BROS. CO., Inc.,

Manufacturers of "NEAR-BRONZE" STATUARY,

25 West Broadway, New York.

Telephone, 5653 Cortlandt.

Room 51.

Cut Glass.

Metal Lamps and Portables.

Decorated Globes and Shades.

Comb, Brush and Mirror Sets.

Metal Novelties.

Plain & Mounted Plateaux.

Statuary.



8-in. Lily Vase. $12 doz.

BRANCH OFFICES:

Philadelphia:
American Mfrs.Co.
708 Market St.

Boston:
Geo. A. Granville,
95 Pearl St.

Milwaukee:
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250 West Water St

Los Angeles:
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a most noble and suitable companion to the "WHITE MARQUIS."

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For the Exclusive Jobbing Trade.

The

East Palestine Pottery Co.,

East Palestine, Ohio.

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BRIGHT, CLEAR GLASS. GRACEFUL SHAPES.

BEAUTIFUL DESIGNS.

IN addition to "Prescut" we make a full line of Bar Goods, Light Pressed Stemware, Pressed One-Piece Lamps, Blown Lamps, plain and decorated, and General Tableware.

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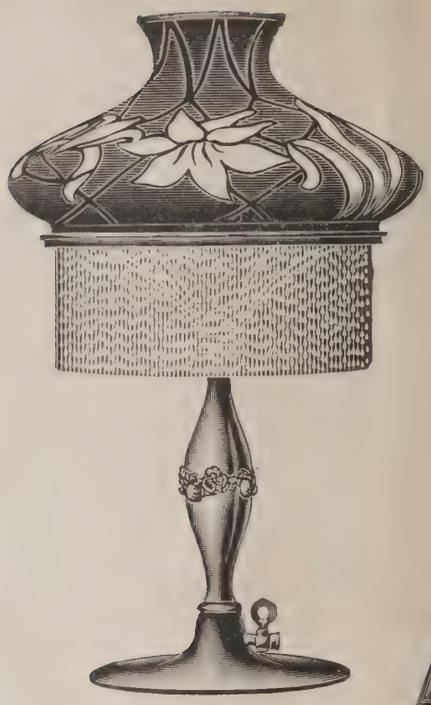
When buying Tableware, look for the mark of quality, "Prescut."

McKee-Jeannette Glass Works,

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New Gas and Electric Portables.

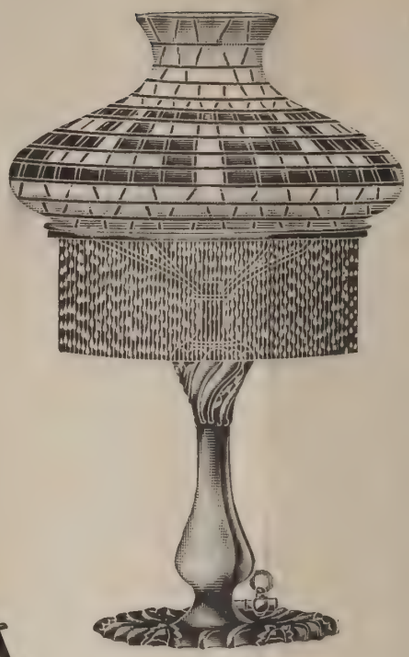
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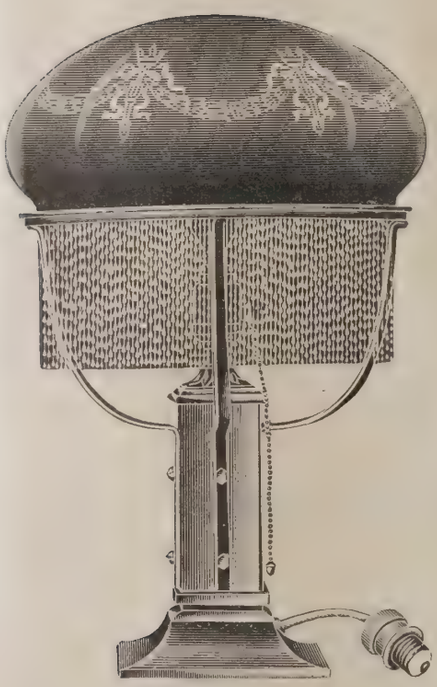
No 627



No. 615½



No 626



No. 637½

BRANCH OFFICES AND SAMPLE ROOMS

New York, 82 West Broadway.
Philadelphia, 731 Arch St.
Chicago, 167-169 Wabash Ave.
Boston, 109 Pearl St.
Baltimore, 122 West Baltimore St
Buffalo, N. Y., 611 Main St.
Cleveland, O., 203 Caxton Building.
Cincinnati, O., 110 E. Third St.
Detroit, Mich., 99 Woodward Ave.
Indianapolis, Ind., 22 S. Capitol Ave.
Des Moines, Ia., Rooms 9-10 News Arcade B'ld'g
Salt Lake City, Utah, 129 E. Third South St.
Minneapolis, Minn., 118 Fourth St., North.
Omaha, Neb., 306 South 12th St.
San Francisco, Cal., York St., near 20th.
Denver, Col., 1517 Lawrence St.
Seattle, Wash, 318 Hinckley Block.



No 618½

Pittsburgh Lamp, Brass & Glass Co.

PITTSBURGH, PA.

CROCKERY AND GLASS JOURNAL

NEW YORK, SEPT. 20, 1906.

THE CONDITION OF BUSINESS.

New York. While business is to some extent erratic, reports from authoritative sources justify the conclusion that it continues to be good. If one were to tour the wholesale district here for the purpose of making inquiries concerning the state of trade it is likely that he would be a badly-confused personage at the close of his inquisition. This is due to the contradictory views held by the heads of houses. Some express the opinion that conditions were never better, so far as they are concerned, while others are just as emphatic in their contention that things are dull.

Numerous inquiries are being received by mail and telegraph from merchants whose import orders have not yet been delivered. In some instances these delays have extended over a period of several weeks. Yet it is equally true that some of the European factories have sent goods over fully two months ahead of date. Many of the disappointed dealers, and also others who have not only received their import goods but have also disposed of many of them, have been arriving here for the purpose of buying from stock. The German lines, especially, have been well favored in this regard.

It seems to be reasonably certain by this time that domestic pottery is in for a record in the matter of volume, at least. The prices obtained, too, are not so unstable as during the former two years, which seems to presage a fair percentage of profit for the manufacturers. Of late the better goods of American ware have been in more active request, which is a very satisfying change in view of the persistent call for cheap and medium-priced lines earlier in the fall.

Not only the German but likewise the French houses are enjoying a liberal proportion of the demand for stock goods. Quite a large number of inquiries, too, are being made regarding the French lines for spring import.

A fair movement is noted in English earthenware, but it is no more pronounced than that of last year. China from the English factories, though, seems to be experiencing an advance in American popularity.

Reports from the glassmaking centres are to the effect that the demands are fully normal for this time, with evidences of increasing vigor. Staple lines are being ordered with particular spirit, although there is a growing inclination to buy pretty largely of holiday goods.

The call for lamps continues to show an improvement, but the change is not decided enough to fully please the manufacturers. The sale of glassware for gas and electric purposes is fully keeping pace with the movement in portables, which is saying quite a great deal.

Trenton.

The improved effect that cooler weather has exercised upon retail trade in the various localities, notably the East, is emphasized by the returns from the traveling salesmen and the direct mail demands now being filed at local potteries. There has been no dull period since early in August; nevertheless some disappointment was felt because of the backwardness of trade in sections that formerly yielded good business early in the fall. The energy which now characterizes the sales in these previously inactive markets indicates that the warm weather was primarily responsible for the indifference of the shoppers

---

No previous week this fall has witnessed the arrival of so many visiting buyers as have been here during the past few days. Most of the visitors have stopped on their way to New York, although a fair proportion also came over from the metropolis for a day or two.

The lamp situation is entirely satisfactory. Gas and electric portables, especially, are eliciting good results, and there is also a brisk movement in cut glass.

Pittsburgh and Vicinity.

The glassware trade is moving along in an encouraging manner as September advances—the usual increase noted from week to week during this month being fully maintained. The trade shows a steady, healthy growth, and conditions are considered favorable in all departments for rounding up a business that will generally meet the expectations of manufacturers for the fall of 1906.

The traveling salesmen are actively at work on their respective routes and making returns that are keeping order files well maintained. Staple lines are moving with the usual vigor for the third week in September, the holiday demands are fully up to the season, and trade upon the whole is satisfactory.

East Liverpool and Vicinity.

Pottery conditions may be said to be wholesome. The majority of the potteries are well supplied with orders, which cover every quality, from the cheap dollar and a quarter toilet set up to the most expensive. The same condition practically exists in all other lines of staple pottery, and also in specialties.

Prices are close—uncomfortably so in many lines—and should be advanced somewhat to put pottery manufacture on a plane with other profitable industries. The statement, frequently made, that the trade of the country is tending towards the cheaper character of ware, and that to do a full volume of business the average pottery must cater largely to this low grade of production, is hardly borne out by the facts. It is noticeable that those who complain most about the demand being for cheap ware are chiefly engaged in making it, and are always ready to meet any cut price and go one better. Those potteries that make generally an acknowledged good grade of ware and hold on firmly to the best established prices, enterprisingly push sales on the quality of their goods, and not entertain as worthy of consideration extreme low prices, are doing the most satisfactory volume of business to-day.

An old traveling salesman for an important pottery here, who covers New York State and Pennsylvania, returned the past week from his first two months' trip since July He says that the great majority of his patrons want, this year, good pottery, and not the cheap stuff to any great extent. While there is an occasional call for the lowest grade, it is of no importance in the aggregate of sales In these cheap grades there is no money for the manufacturer, nor the average dealer. That his trade, in the same territory, up to September 10, has been larger and better this year than it was for the whole of 1905, gives an indication of the comparative business situation from his experience in the two important States mentioned.

Wheeling. and Vicinity.

Both the pottery and glassware trade in this district are showing good activity. The pottery files are showing an increase of orders, and the demands are now covering all lines of manufacture—staples and specialties. The two potteries here are unusually well supplied with extended varieties of specialties of an original and fine type of goods.

The glassware trade in this district now is active in all branches, requiring the full output of the factories to meet the situation.

A CHINESE POTTERY TOWN.

FOR at least 900 years the town Chingtechen, in China, has been devoted to the making of pottery. Walter Clennell, a British Consul, describes the place. He says that everything in Chingtechen belongs to the porcelain and earthenware industry. The houses are for the most part built of fragments of fire clay that were at one time part either of old kilns or of the fire clay covers in which the porcelain is stacked during firing. The river bank is for miles covered with a deep stratum of broken chinaware and chips of fire clay, and the greater part of the town and several square miles of the surrounding country are built over or composed of a similar deposit.

Chingtechen is unlike anything else in China. The forms, the color, the materials used in the buildings, the atmosphere, are reminiscent of the poorer parts of a civilized industrial centre. There are 104

large pottery kilns in town. The greater part are in use only for a short season in the summer. During this busy season the population of Chingtechen rises to about 400,000 souls, but of this total nearly half are laborers drawn from a wide area of country, who come for the season, live in rows of barrack-like sheds, and do not bring their families with them.

Visitors to Chingtechen pass along street after street where every shop is occupied by men, women and children all engaged in the designing, moulding, painting or distributing of pottery. Potters' sheds, where the clay is mixed and moulded on the wheel, are innumerable. The river bank is crowded for three miles by junks either landing material and fuel or shipping the finished product.

IN TOWN.

Abbrevia ions—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

O [Davis, with J R Libby Co, hf, Portland, Me. Woodstock.
F L Sturtevant, with Forbes & Wallace, hf, Springfield, Mass. Herald Square.
Samuel Blowers, of Gordon & Blowers, c, Kingston, N Y.
P W Sanders, with Charleston Crockery Co, c, Charleston, S C. Herald Square.
J B Rathall, with J W Putts Co, Baltimore.
J A Armstrong, with J N Adam & Co, hf, Buffalo
W L Ledger, with Brown, Thomson & Co, hf, Hartford, Conn.
W F Newberry, with F M Kirby & Son, c, Wilkes-Barre, Pa. Imperial.
Fowler & Sellers, c, White Plains, N Y.
T T Chadeayne, c, Ossinning, N Y.
L Lehman & Co, c, Dover, N J.
A L Burbank, of Burbank & Douglass, Portland, Me. Astor.
C J Valentine, with Whitney Co, Albany, N Y.
D J Keliher, with Partridge & Blackweil, Troy, N Y.
R G Wood, of Wood, Wilkinson, Ritchie & Co, Morristown, Tenn. Hoffman.
W E Groves, of Groves Crockery Co, St Louis, Mo. Hoffman.
Eugene V Haynes, c, Atlanta, Ga.
W J Skelly, c, Janisville, Wis.
J C Robinson, c, Chester, N C.
C A Rex, c, Mauch Chunk, Pa.
M E Flower, c, Port Huron, Mich.
C J Duncan, c, Massillon, O.
W M France, c, New Orleans.
Geo C Vail & Sons, c, Madison, Ind.
N H Barrett, c, Springfield, Mass.
Union Pacific Tea Co, c, Bay City, Mich.
Ferguson & Craig, c, Champaign, Ill.
Cole & Young, c, Chicago, Ill.
R Wilcox & Co, c, Cohoes, N Y.
C M Chance Co, c, Leavenworth, Kas.
T V Howell, Son & Co, c, Hamilton, O.
Apsey & Co, c, Greensboro, Ala.
A S Sprague, with Howland D G Do, c, Bridgeport, Conn.
F J Weckesser, with F M Kirby & Co, hf, Wilkes-Barre, Pa. Imperial.
S A Knill, with Denver Dry Goods Co, c, Denver, Col. Prince George.
E C Meacham, with Sibley, Lindsay & Curr Co, s, Rochester, N Y.
Joseph Mozer, c, McAllister, Okla.
Louis Selig, c, Elizabeth City, N C.
C M Hilbert, c, Oswego, N Y.
C B Cummings, c, Coudersport, Pa.
C B Alexander, c, Troy, N Y.
C B Guth, c, Brookville, Pa
S T Little Jewelry Co, c, Cumberland, Md.
L J Brown, c, Stroudsburg, Pa.
Frank Bergen, c, Ogdensburg, N Y.
Thos West, of Thos West & Co, c, Savannah, Ga.
Mr Fox, with W & A Bacon, c, Boston.
W J Harkness, with Sibley, Lindsay & Curr Co, t, Rochester, N Y Park Ave.
L Reutsch, with G M Snook Co, c, Wheeling. Albert.
A. Plaut, of Plaut & Isaacs, t, Cincinnati. St Andrew.
F E Harman, c, Lima, O.
E J Fogg, with Great Dep't Store, hf, Lewiston, Me. Everett.
W M Frederick, with Stewart & Co, s, Baltimore. Navarre.
G A Reidpath, with R H White Co, s, Boston. Imperial.
E Grant Guernsey, c, with Marshall Field & Co, c, Chicago.
W A Flint Co, c, Vincennes, Ind.
Reeves Luffman Co, c, Schenectady, N Y.

BUSINESS BRIEFS.

The C. L. Flaccus Glass Co., New York city, has been incorporated to deal in druggists' sundries. Capital, $5,000.

With $3,000 capital, the Colonial Gas Fixture Co., New York city, has been chartered to manufacture gas and electric fixtures.

Schedules in bankruptcy of the Stillman Safety Lamp and Heater Co., of 95 William street, this city, show liabilities of $6,117 and assets of $1,178.

The Millgrove flint glass plant, Hartford City, Ind., owned by the A. M. Foster Co., Chicago, was badly damaged recently by a fire of supposed incendiary origin. Loss $10,000.

There was no quorum at the bi-monthly meeting of the American Association of Flint and Lime Glass Manufacturers on the 12th, and the meeting consequently adjourned to the 21st.

The main building of the Benney-Bond glass factory, Bradford, Pa., was burned last week by the bursting of a tank. The loss is estimated $25,000. The plant is expected to be rebuilt immediately.

A co-operative glass factory is about to be established at Columbus, O., with E. S. Baird, J. M. Eickes and Eugene McCann as the projectors. The plan is to build a twenty-pot plant, which is expected to cost about $40,000.

Tel. 3231 Cort'andt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery Lamp, Glassware, Toy, Bric-a-Prac, Fancy Goods and allied trades.

Published Every Thursday
BY
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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.
Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 20, 1906.

WHAT OF THE FUTURE?

EVERY manufacturer and jobber in crockery and glassware is anxious to get and keep good men. Every salesman, house or road, is anxious to get with a good firm and stay there. And yet there is constant friction and a too frequent series of changes.

Sometimes firms are too exacting. They expect too much from their employees. The salesman must of course earn his salary He must sell enough in the year to pay his cost and expenses and leave a margin of profit to the firm.

It may be that the house expects to get its goods marketed at too low a figure. This opens up a subject of vast range. For what is a proper percentage of cost for selling goods is a much-discussed question. Most firms are guided by their gross profits If the margin is small and the salesman's salary and expenses are large he cannot sell goods profitably for them. On the other hand, some firms are so anxious to get rich that what might be considered a good profit by others is not enough for them. In other words, they "want it all." In such a case they require more from their men that can reasonably be expected.

Some salemen work hard, but achieve little. They do the best they can; but they are not good salesmen. Want of tact, lack of detailed knowledge of the business, a disagreeable manner of which they are totally unconscious—a dozen reasons all unknown to them prevent them from getting close to their customers.

An instance can be cited of a young man, courteous, well-read, fairly well-posted in his business, and of good address, who was a total failure. He simply did not know how to handle men. On one occasion he had a customer who "came in to buy." The trade all know what that means. The salesman tried his best to please, but the party was about to leave without making a purchase when the proprietor stepped up and took him in hand, the result being a very large sale.

Another kind of salesman is perfectly satisfied to take what comes his way, sell what he can if it is not too much trouble, watch the clock, and draw his pay on Saturday night. If he is on the road he calls on the trade, offers the goods, and if people buy, all right If they don't he goes back to the hotel and fills out pages of excuses to his house His duty is done He made his calls, and if people didn't buy it wasn't his fault. He couldn't make them buy. True; but another man would have sold those same buyers. How? Well, that is the difference between salesmen. It is no uncommon thing for a traveling man to be "turned down cold" at first, and yet before leaving to get an order. Even the poorest salesmen have that experience occasionally, just as the best men sometimes find they cannot overcome the buyer—although in the latter case there is usually some good reason for the failure.

Good men are always in demand. But good men sometimes value themselves, if not too highly, at least above what the trade can afford to pay them. The profits in the crockery business are not what they were a decade ago. Expenses have increased, rents are higher, taxes are larger, hotel bills are exorbitant. It costs more to do business, and the salesman must even things up by selling more goods. If he does not, he is a losing proposition to his firm, and they let him go. If he does, and they do not appreciate him, he leaves.

The problem will have to be met sooner or later. The old-time salesman who grew up in the business, starting in the packing room and working up to the road, is passing away. Few new men are going into the cellar nowadays. Where are the salesmen of to-morrow to come from? This note of warning has been sounded before. It will not be long ere the question will take on a very serious aspect.

AN INSULT TO EVERY DECENT SALESMAN.

THE following notice, posted in the department store of the Pettibone-Peabody Co, in Appleton, Wis, has justly provoked the ire of commercial travelers having occasion to visit that house:

"You are requested to get permission before approaching the buyers or heads of departments. You are requested, provided it is desirable to look at your goods, to present your goods at once and get done with it, and not to spend time in visiting, but get through your business as quickly as possible. It is especially requested that you do your business in the morning, and under no circumstances between 2 and

5 o'clock in the afternoon, except by special permission from the manager. There are some fresh commercial travelers who seem to have no better sense or judgment than to hang around the store gossiping with the salespeople This notice is for their special benefit. In a word, try and present your goods in the morning and avoid Saturdays and afternoons.

"The utmost courtesy is always extended in this store to commercial travelers, and always will be; but some very fresh salesmen will get cooled down unless better judgment is shown."

We do not know what kind of traveling men the firm refers to, but it goes without saying that they are not pottery and glass salesmen. Of course it is possible that even among these some "fresh" young man may occasionally "visit" with the salespeople, but as a rule the crockery man has something more important to do And if he does pass a pleasant word with the salespeople while waiting, it is usually for the purpose of furthering their interest in his goods.

There are ways of dealing with objectionable salesmen. To flaunt such a notice before the eyes of the entire traveling body is certainly not one of them.

Many buyers act as if they were conferring a favor on a salesman by looking at his samples and making a purchase. They would not hold their positions verylong if they did not buy from someone They are just as dependent on the salesman as the salesman is on them.

The Pettibone-Peabody Co. are privileged to make all the rules they deem necessary for the proper conduct of their business; but there is no occasion for posting such a bombastic proclamation—which, by the way, reads as though it had been put together by somebody more accustomed to nailing packing-cases than constructing English sentences.

We should not be surprised to learn that self-respecting salesmen decline to call there in the future.

PERSONAL.

NOT very long ago a company of Brooklyn amateurs produced for charitable purposes in that city the comic opera, "The Pearl of Pekin." The role of "Sousi Rika" was taken by that versatile fellow, Chas. B. Bergen, with the J. D. Bergen Cut Glass Co. "Charley's" part was comparatively unimportant until the second act, when an unexpected piece of stage business distinguished him for a few minutes. The scene was intended to portray a Chinese marriage ceremony. After the bride and groom, in accordance with the Chinse custom, had each sipped tea from the same cup, the officiating mandarin hurled it to the stage. Instead of breaking, the cup bounced around like a rubber ball, and finally anchored at the feet of Bergen There was a painful pause when the cup, still intact, came to a stop, but "Charley" relieved the situation by stooping down and picking it up. And then, of course, he turned it over and looked at the stamp! William Walsh, with J. R. Gibney, was in the audience, and his uproarious laughter started the other auditors in the same direction; so that a situation which promised to become embarrassing really developed into the hit of the performance.

A H Hays is at the Bingham House, Philadelphia, this week with samples from the Cook Pottery Co. Next week he opens another New England campaign.

Col. W. F. Ellisson is at present in California in the selling interests of the Iroquois China Co. and Cook Pottery Co. It is the Colonel's first visit to the Coast, but the regularity with which his concerns are receiving business from him would seem to indicate that he has made friends very rapidly.

H. F. Webber, general manager of the Haskins Glass Co, Martin's Ferry, O, was in New York this week for a few days calling on the trade with lines of gas and electric goods.

With the Pope-Gosser China Co 's samples, W. V. Higgins reached the Hotel Bartholdi on Monday. His stay here was confined to a few days, as he is programmed to invade New England next week.

Percy Barrett has been in the District this week placing orders for Barrett Bros, on Columbus avenue, this city. He succeeds Mr. George as crockery and glass buyer for that house.

Thos. Downs has resumed his road activity with Robert Slimmon & Co 's samples after a few days' stay in New York. He came here at the expiration of a two months' jaunt through the Middle West.

Clarence M. Perkins, president of the St. Louis Silver Co., is now in charge of the New York office of that concern. Curtis Smith, the former manager, is devoting his entire attention to the marketing of reproductions from foreign terra-cottas and bronzes made by the J. Nardi Co., Boston.

J. B. Hardy has been engaged as buyer of house-furnishings for the People's Department Store, Rochester, N. Y., which opens early in October.

J. B. Rathell, buyer for the china department of the J. W. Putts Co, Baltimore, was in the market this week placing orders. Matters are moving all right and smoothly now with this house, and business is going on in the old way. Mr. Rathell reports an excellent trade.

Out of Williamsport, Pa., comes tidings of a wedding, booked for September, 27, that will interest the trade. The man in the case is Clarence F. Long-

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acre, who directs the progress of Bush & Bull's china department in that city. Mr. Longacre has been made captive by the charms of Miss Maude Huling McCormick, also of that city.

⚜

Hugh C. Edmiston leaves this week for a trip West as far as the Mississippi River with an entirely new line of English earthenware from Alfred Meakin & Co.

⚜

J. J. Brannigan has just accepted the factory management of the Haskins Glass Co., in Martin's Ferry, O.

⚜

R. W. Emerson, buyer for Rogers & Co , up in the Bronx, is a lineal descendant of the famous poet. Yet he is so modest that instead of using his full name, which is the same as that of the author, he simply signs his initials whenever the occasion will permit it. Mr Emerson reports a fair trade in his department Here again he is modest, for it is known that his firm is doing a big business, not only in the "cellar," but all over the establishment

⚜

R. C Wood, of Wood, Wilkinson, Ritchie & Co., who has just started in the crockery business in Morristown, Tenn , is in the market for goods. He is stopping at the Hoffman House,

⚜

W. S. George, Jr., of the East Palestine Pottery Co , East Palestine, O., was a New York visitor this week.

⚜

Joseph Mayer, of Beaver Falls, Pa., was in New York this week for a few days.

⚜

B. F Drakenfeld came down from his country home in the Catskills on Wednesday and will be here a week, during which time B F. Drakenfeld, Jr., will take a week's vacation.

⚜

C. E. Wheelock and J. H. Roth, of Peoria, Ill., arrived in New York this week and sailed for Enrope on the Deutschland, leaving on Thursday.

⚜

Joseph C. Lee, of the Knowles, Taylor & Knowles Co., came up from Atlantic City on Wednesday, accompanied by his wife, and after a short stay went on to East Liverpool.

⚜

W. E. Graves, of the Graves Crockery Co., St. Louis, Mo., is in the market for wares. He is registered at the Hoffman House.

⚜

W. W. Dodge no longer buys crockery and glass for the Fourteenth Street Store, this city. His withdrawal from that position occurred last Tuesday evening, and it is understood he has connected himself with a Cleveland, O., house. Mr. Dodge's successor is Thos. F. Martin, who has heretofore been his assistant. J. Ramsey has become Mr. Martin's assistant.

⚜

D. J. Keliher, buyer for Partridge & Blackwell, Troy, N. Y., was in the District this week.

⚜

W. E. Noyes has taken the management of the R. A. McWhirr Co 's china department in Fall River, Mass.

⚜

F. W. Primrose has signed with Douglas & Co. and started on his initial Eastern trip Thursday night.

⚜

Alfred Day has resigned from the American China Co , Toronto, O , and assumed the position of general manager of the Standard Porcelain Co., New Cumberland, W. Va. last Monday. Mr. Day is a well-known and efficient potter, and should achieve substantial success for the Standard.

⚜

Ed. Butler left on Tuesday night for a long trip West which will include the Pacific Coast and Mexico.

⚜

A. L. Burbank, of Burbank & Douglas, is registered at the Astor House. He is only making a short visit.

⚜

C. J. Valentine, crockery buyer for Whitney & Co., Albany, N. Y., was placing orders here this week.

HIGGINS WINS THE CUP.

FOR a year, at least, the distinction of being the golf champion of the china, glass and kindred trades will be enjoyed by Arthur S Higgins, a member of the firm of Higgins & Seiter, this city. He established his right to the title on Wednesday, when the first of a proposed series of annual tournaments under the auspices of the CROCKERY AND GLASS JOURNAL was conducted. The links of the St. Andrew's Golf Club, located at Chauncey, on the Putnam division of the New York Central Railroad, were the scene of the play. By his victory Mr. Higgins becomes the permanent possessor of the handsome cup offered by the JGURNAL.

The players were handicapped by their own club allowances. This arrangement was responsible for the failure of Col. Chas. J. Seiter to win. He established the lowest score of the day, traversing the course twice in three less strokes than his business partner, Mr. Higgins. But the fact that the latter was accorded a handicap of four strokes more than the Colonel enabled him to win first place by the scant margin of one. Third place went to J. D. Dithridge, who recovered from his forenoon slump by ac-

complishing the beat score on the second tour of the course.

The morning was well advanced before Messrs. Seiter and Miller made the first drives of the tournament. Messrs. Higgins and Garnsey followed a little later, but it was fully an hour afterwards when Messrs. Dithridge and Owen, delayed by poor train connections, reached the course to accompany Mr. Muirheid around the llnks The oppressive heat of the forenoon exhausted the players, but after an hour's intermission for luncheon they were fully prepared to begin the second eighteen-hole play. The weather conditions in the afternoon were much more favorable Unfamiliarity with the course was as important a factor as the sultry weather in prohibiting better scores.

MORNING ROUND.		AFTERNOON ROUND.	
A S Higgins	93	A S Higgins	103
A G Garnsey	119	A G Garnsey	109
C J Seiter	94	C J Seiter	99
J J Miller	105	J J Miller	103
L S Owen	108	L S Owen	116
J D Dithridge	103	J D Dithridge	96
H P Muirheid	103	H P Muirheid	113

STANDING OF PLAYERS.

	Gross	Handicap	Net
A S Higgins	196	22	174
C J Seiter	193	18	175
J D Dithridge	199	20	179
J J Miller	208	28	180
L S Owen	224	24	200
A G Garnsey	228	18	210
H P Muirheid	217	0	217

THAT QUEBEC TAX LAW.

NEW YORK CITY, Sept. 18, 1906.

Editor CROCKERY AND GLASS JOURNAL:

Dear Sir—I understand that a change has been made in the Quebec commercial tax law. Kindly publish the full facts in connection with the provisions of this law, including any changes that may have been made. It is my purpose to visit Canada shortly, and I desire to fully acquaint myself with the tax question. A COMMERCIAL TRAVELER.

The Quebec law was passed about a year and a half ago and required that non-resident commercial travelers for foreign firms having no branch in the Province of Quebec should take out an annual license at a cost of $300 before being permitted to solicit orders in that Province. The act has since been amended so that a semi-annual license may now be taken out, for soliciting the wholesale trade oniy, at a cost of $50. For a license to solicit the retail trade the tax is $100, and for approaching the consumer direct the fee required is $200 semi-annually. These licenses are granted for six months, and expire on the first day of the month of May or November (as the case may be) subsequent to their issue. Each license must mention the name of the licensee and the name and address of each person, firm or corporation that he represents.

Commercial travelers are required to sign a declaration before a person authorized to receive affidavits in Quebec, giving the name and address of the commercial houses which they represent, the nature of the business, and whether they solicit orders from the wholesale or retail trade, or both, or from the consumer.

These rates are a material concession from the previous rate of $300. Under that high license there were many ways found to evade the tax. Some houses stopped sending their travelers into the Province and endeavored to do their business by correspondence. Others rented small offices or office space at a nominal sum, so that they might claim to have a branch office in the Province—the rent and registration fee amounting to much less than the $300 tax. Enterprising Quebecers also saw the opportunity of making a little money by saving a commercial traveler his license fee. They took the actual orders and wrote them down, while the traveler explained the merits of the goods. In this way the local man became technically the solicitor, and, of course, did not have to take out a license, accepting a daily wage or fee from the traveler for his services.

RECEIVER FOR BELL POTTERY CO.

(Special to CROCKERY AND GLASS JOURNAL.)

COLUMBUS, O., Sept. 19.—The Bell Pottery Co., of this city, has passed into the hands of a receiver. The plant was built about three years ago at a cost of $90,000, and a fine grade of china was manufactured. The liabilities are said to be very little in excess of the assets, and the shutdown may be only temporary.

H. C FRY GLASS CO. WIN SUIT.

THE H. C. Fry Glass Co., of Rochester, Pa., have been granted a perpetual injunction against the National Glass Co., the McKee-Jeannette Glass Co., and A. J. Smith, president, for infringing on their patent blank process. A decree was entered in the United States Court on Sept. 10th against the McKee-Jeannette Glass Co., et al., enjoining them from further infringing their patent for finishing blanks. The result of this suit is a virtual acknowledgement of the validity of the Fry patent and that the H. C. Fry Glass Co. are the owners thereof.

SETTLEMENT PROMISED.

ACCORDING to B. F. Pritchard, general manager of the Steimer Glass Co., Buckhannon, W. Va, all claims against that concern will be settled in full within a few weeks. Then it is Mr. Pritchard's intention to effect a reorganization of the company, with Frank Trieber and himself at the head of it. The proposed new company may resume the operation of the factory by December 1.



Around the District

MOST of the visitors in the District, of whom there are a goodly number, are here in quest of stock goods. The import orders of these merchants have either not been delivered, or, if the goods have arrived, their brisk sale has made necessary the replenishment of stocks. The buyers interested in lamps and other lighting appurtenances are also beginning to show seasonable activity.

Geo. F. Bassett & Co. call attention to the fact that they have in stock, ready for immediate delivery, German fancy goods, dinnerware in French, German, Austrian aud English makes, and, of course, Bassett China and Bassett stock patterns. With the great demand for goods for immediate delivery, prompt shipments are an advantage not to be overlooked.

Named in honor of President Roosevelt's daughter are the "Longworth" fruit or berry sets that Bawo & Dotter carry. They possess a new feature in that a sugar sifter and cream jug have been added to the usual berry set items. A pretty rose spray decoration with a stencil edge design in gold ornaments the pieces The body is of thin German china.

The Bradley & Hubbard Mfg, Co. have their fall line of lamps now ready for inspection. The table lamps are exceptionally fine, and the new departure in relief ornamentation of cast brass enables buyers to get a high-grade, beautifully finished lamp at a very low cost Their gas portables range from a very low-priced pretty article up to a cast-brass affair of great excellence. The line of portable electroliers is a revelation. No single manufacturer in any part of the world has ever produced so many good things as this house is showing; and the prices are very reasonable, ranging from $5 upwards. Bradley & Hubbard have always had a reputation for making fine goods, and this year, while they have added to the beauty of design and excellence of workmanship, they seem to have lowered the prices. Certainly buyers get more value for their money

Exclusive control of the marketing of "Near-bronze" statuary has been vested in the Blau Bros. Co., which will hereafter distribute the ware through its headquarters at 25 West Broadway and various branch offices throughout the country. The merit of the "Near-bronze" line is pretty widely known, even though it is of comparatively recent origin. The name fittingly describes the splendid coloring of the pieces, which possess a very striking resemblance to bronze The shapes include vases, pedestals, busts, Egyptian and Grecian figures, etc.

Still another decorative novelty has been created by the Consolidated Lamp and Glass Co. and adapted to shades for gas and electric portables. The exterior of the shade is etched, while the under side or interior is treated to handpainted reproductions of flowers and fruits. The painting underneath shows through the etched surface in a dull, hazy way that produces delightfully soft effects when the lamp is lighted. Without illumiuation, too, the decoration shows up well.

Carlowitz & Co. are brimming over with good things in Japanese and Chinese porcelains, both in useful and ornamental wares. These are ready for immediate delivery. With the big demand for this class of goods, buyers will do well to visit the warerooms and see for themselves what there is in the market

A fourteen-inch punch bowl from the Co-operative Flint Glass Co., designated as No. 324, has won the admiration of visitors to the showroom of Demorest & Co. It is not only splendidly proportioned, but is also garbed in a design of the imitation cut variety that is more than ordinarily meritorious. In the Co-operative's display there is also another excellent

featnre in the Ray and Douglass candlesticks. The former is fashioned along Colonial lines, while the Douglass has a twisted body. There are two sizes, seven and nine inches.

The Libbey Glass Co. are showing in their ware room, under the management of C. H. Taylor, a large line of rock crystal vases, decanters, comports, cigar cases and jugs. The ware is first fluted and polished, then cut with a deep pattern, finished dull. It is one of the latest productions, and is as handsome a line as has ever been shown in this market.

Samples of the decorated jobbing packages which the D. E. McNicol Pottery Co are featuring so strongly this season are on display in the quarters of E. Bergman & Son, 25 West Broadway. There are three different assortments, each of which is composed of twelve dozen pieces. The latter include jugs, cups and saucers, platters, oatmeals, plates, candy trays, berry bowls, banana bowls, salads, and a host of other shapes. Several styles of decoration are applied to the ware.

Edward Miller & Co have just sent to their New York warerooms a very handsome student lamp. It is shown with a cast square base, Colonial tank, in Old English and Colonial finish, and is made either with a double or single light. Like all the goods made by this concern, this latest addition to their already extensive line displays the highest grade of workmanship.

Conspicuous among the virtues of the "Prescut" line from the McKee-Jeannette Glass Works are its brightness and clearness of color, its graceful shapes and the beauty of its designs. This assertion will be readily borne out by an examination of the samples at 25 West Broadway, of which Mr. Dodds is in charge. In addition to the "Prescut" referred to, the exhibit includes a comprehensive assortment of bar goods, light pressed stemware, pressed one-piece lamps, blown lamps, and also plain and decorated tableware.

Rowland & Marsellus announce on our first page this week that beginning with January 1 they will be the sole representatives in the United States of the Worcester Royal Porcelain Co., Worcester, England and Wileman & Co, Foley China Works, Fenton, Staffordshire, England. Royal Worcester porcelain is one of the best known makes in the world, and it is proposed for the coming year to place more stress than ever on the tableware Their famous double prints will be shown in new and attractive designs, and they will have an extraordinarily good line of freehand painted goods. Wileman & Co. also have an enviable reputation in this country and are very strong in many directions, particularly in their egg-shell china. Coffees, teas, A. D.'s, and nursery-rhyme ware for children have always been a marked feature with them, and when the new line is shown in January it will contain many new and notable designs. They will also show new lines of high-class pottery similar in character to their famous Intarsio ware.

Four vases, differing in size as well as form, are the more recent of the late arrivals from the A. Radford Pottery Co. The color treatment varies some what from previous efforts by this concern, although the rich, deep brown for which it is noted is one of the more conspicuous tones. The free-hand studies on the groundwork of brown and green have blossoms and orchids as their inspiration.

Robt. Slimmon & Co. are advertising this week a reproduction of an old English pattern which was in vogue and successful more than a hundred years ago. It is a modern antique that hits the popular fancy, and is sold at a very reasonable price A handsome display is made in their warerooms, which, by the way, are unusually attractive at the present moment, both by reason of the variety of the wares and the arrangement of them.

Shimamura & Co. are manufacturers and direct importers of Japanese goods and carry a general line which includes tableware, ice cream sets, chocolate sets, tea sets, etc., as well as ornamental wares. These people manufacture everything that they have to sell, and consequently are in a position to supply the wants of their trade either with characteristic Japanese designs or European patterns. They extend a cordial invitation to buyers to see them.

W. M. Warrin, who recently opened a sample-room at 76 Park Place, has secured the accounts in this market of the Star Glass Co., Union Pottery Co. and Zanesville Art Pottery. Co.

AND YET WE PRATE.

THE glassblowers of ancient Thebes are said to have been as proficient in that particular art as is the most scientific craftsman of the present day after a lapse of forty centuries of so called "progress." They were well acquainted with the art of staining glass, and are known to have produced that commodity in great profusion and perfection. Rosselini gives an illustration of a piece of stained glass known to be 4,000 years old. In this case the color is struck through the vitrified structure, and he mentions designs struck entirely in pieces from a half inch to three-quarters of an inch thick, the color being perfectly incorporated with the structure of the piece

and exactly the same on both obverse and reverse sides.

The priests of Ptah at Memphis were adepts in the glassmaker's art, and not only did they have factories for manufacturing the common crystal variety, but they had learned the vitrifying of the different colors and the imitation of precious stones to perfection. Their imitations of the amethyst and of the various other colored gems were so true to nature that even now, after they have lain in the desert sands from 2,000 to 4,000 years, it takes an expert to distinguish the genuine article from the spurious. It has been shown that, besides being experts in glass making and glass coloring, they used the diamond in cutting and engraving glass In the British museum there is a beautiful piece of stained glass, with an engraved emblazonment of the monarch Thothmes III., who lived 3,400 years ago.

OBITUARY.

JAS H ROSEMAN died suddenly last week at the Hotel Julian in Dubuque, Ia. He was making a tour in the interests of the Steubenville Pottery Co., for which he was a road salesman, when stricken. The body was removed to Mr Roseman's home in Grand Rapids, Mich. The deceased had been with the Steubenville Pottery Co. for fifteen years He was a charter member of the Western Pottery and Glass Salesmen's Association.

LACK OF LINGUISTS IN BUSINESS.

THE demand in business lines for young men equipped with a good working knowledge of the modern languages is poorly supplied. Shortly after the war with Spain an agitation was begun in educational circles to establish courses in Spanish in high schools, that young men might be equipped to take part in the business development of our new colonial possessions. The idea was carried farther, to include modern languages generally, especially French and German, and a general stimulus was given to the training of young men to assist in the development of the foreign trade of the United States. The colleges took up the plan, and courses were established or existing courses shaped to meet a new requirement. But after a little time something went wrong. Nothing was done to keep up the enthusiasm of the student. The whole plan was relegated to the background, with the result that the interest in this branch of specialized education has almost wholly subsided. This may not be the universal rule, but it is the general statement of educators.

Much attention is given abroad to this matter There young men are specially trained for a career in foreign business or the consular service. The latter may be classed, of course, as an exceedingly important factor in developing foreign trade, if the right men, properly trained, are selected for consular offices. In the United States little heed is given to these preliminaries, excepting as they may chance to come in the routine of general education. It is a rare case that anyone in an American house takes the pains to encourage a young man to continue to study modern languages beyond the classroom It is seldom that a business office contains an employee who is able to translate into English a letter received from a French or German correspondent. The remark is often heard that English will soon become the universal business language; but those whose business brings them in contact with foreign trade realize the weakness of depending on such a development, so far as it applies to the furtherance of trade now or within the next decade.

The factor which a knowledge of the languages will play in business, with the extraordinary development of the foreign trade of the United States, will have to be recognized sooner or later. The demand will probably create the means of furnishing the supply, and the louder the demand the sooner it will be complied with. Just as the demand for skilled workmen is to day compelling great attention to the establishment of adequate trade scools, so will the demand for skilled labor of this other sort compel the attention of educators to the training of linguis s.—*Metal Worker.*

THEN HE SAID THINGS.

IT is told of an English manufacturer of pottery that while on a Continental tour he purchased a Sevres vase for some hundreds of pounds, and brought it home most carefully. Thinking that the foreman of his works might gather a hint from the design, he called that gentleman in and showed him his treasure. "How do you like it ?" he asked.

The foreman took the vase in his hand, turned it over, and returned it with the brief reply: "I don't think I can learn much from it."

"Why not ?" asked the manufacturer.

"I don't like telling you, sir."

"Come—out with it !"

"Well, I designed that vase myself. It is a foreign imitation of our own work, and is worth £5 at the outside."

LOCOMOTIVE BUILT OF GLASS.

ONE of the most remarkable specimens of glass construction in the world is a standard locomotive owned by the Highland Railway, of Scotland. The model is fifteen feet in length, four feet high, and three feet wide. All the parts are in exact proportion. Over 14,000 pieces of glass tubing were used, varying

from five feet to ⅞ in. in length, and from 2½ in. to five-sixteenths in. diameter. With the exception of the lagging bands, dome cover, and cap to stack, which are metal, the model is made entirely of glass.

POTTERY THAT ONLY MILLIONAIRES CAN AFFORD TO BUY.

WHEN J. Pierpont Morgan bought the splendid collection of art objects that belonged to Baron Albert Oppenheim he acquired one of the finest—perhaps the finest—piece in existence of what used to be known as Henri Deux ware, but is now called by the experts Faience d'Oiron. It is doubtful if another American collector has a specimen of this rarest of all productions of the potter's art. The late Henry G. Marquand tried all his life to acquire a piece, but he was disappointed One or two specimens came up for sale in Europe while Mr. Marquand was alive, but even his purse was not long enough, as he regretfully admitted, to allow him to purchase them.

Some years ago there was a great sale at Christie's in London, and in a glass case, reposing on a bed of cotton wool, was a beautiful piece of Henri Deux ware. Representatives of all the great European museums attended the sale, and representatives of most of the wealthiest collectors. The bidding was a battle of giants, and the piece was sold for a little less than £10,000. The specimen of Henry Deux ware that Mr. Morgan possesses is a good deal finer than the piece that was sold in London. It is a salt cellar, circular in form, and supported on a triangular stand. The coloring is brighter than is usual in Henri Deux ware, being a rich reddish-brown, yellow, and green.

So far as is known there are just fifty-three pieces of Henri Deux in existence. Perhaps some day a lucky connoisseur may chance in some old cottage in France to come across another piece or two. If he does, and decides to sell, his fortune will be made Three of the pieces now on the experts' lists were discovered by chance many years ago in an attic in an English country house. Eleven of the fifty-three pieces are in the Louvre, five in the South Kensington Museum, and the rest in the hands of private collectors, most of them belonging to the Rothschilds. Every piece is worth a great deal more than its weight in gold

Before recent researches which established the true origin of the ware it was generally supposed that it was manufactured specially for Henri II. of France. This supposition was natural enough in view of the frequency with which that monarch's cipher occurs on the pieces. It is now known, however, that the ware was made between the years 1524 and 1537 at the Chateau d'Oiron, in the Province of Thouars, under the direction of a wealthy and accomplished woman named Helene de Hengest, a lover and patron of the arts. Her librarian, Jehan Bernart, and Francois Cherpentier, an artist, appear to have made most of the pottery. The ware is made of a fine white clay, to which a delicate tint is given by a very slight tinge of yellow in the glaze. According to W. P. Jervis, the compiler of the "Encyclopedia of Ceramics," the patterns were probably suggested by the highly ornate book covers of the period. These patterns were first incised or impressed on the clay, and then the sunken portions were filled up with different colored clays—usually yellow, buff, and brown. As all these clays had to shrink during the firing in exactly the same proportion, the difficulties attending the manufacture can be estimated. After the death of Helene de Hengest in 1537 the manufacture was carried on under the direction of her son, but the artistic spirit of the mother was wanting, and after the death of Cherpentier and Bernart the manufacture fell into inexperienced hands and was abandoned.

The late Charles Toft made some excellent copies of Henry Deux ware for the Mintons, and even these copies have great value, like the copies made by Wedgwood of the Portland Vase.—*N. Y. Times.*

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Sept. 1,'06	Corresponding period 1905	Exports Jan. 1 to Sept. 1 '06	Corresponding period 1905
Boston	150	50	4976	4119
New York	73	114	4172	4625
Baltimore.	348		10010	8170
Philadelphia	18	5	877	648
New Orleans	...	...	2793	2588
Newport News....	45	....	1021	667
San Francisco.....		....	1149	744
Portland (Me.) .	9	....	604	384
Galveston.....	3	26	981	676
Portland (Or.).		50	688	397
Inland Points.....	295	132	8177	10189
Total	941	577	35747	33147

From the Freight and Shipping Circular of John Edwards & Co, Liverpool

TO	Shipments week end'g Sept. 1,'06	Corresponding period 1905	Exports Jan. 1 to Sept 1,'06	Corresponding period 1905
New York	72	114	4243	4658
Boston .	145	58	5050	3928
Philadelphia....	18	5	837	658
Baltimore	348	....	10160	8408
San Francisco ...	....	...	1119	734
New Orleans .	....		2988	2521
Portland (Me.)..	9		504	191
Galveston	3	23	958	662
Newport News....	46	....	906	736
Portland (Or.)....	....	50	739	397
Inland Points.....	291	128	9219	9812
Total...	932	876	36723	32.05



East Liverpool and Vicinity.

The manufacturing situation among the Western potteries is generally reported good. Full regular activity prevails at the plants generally. Current demands are keeping order files well filled, and a volume of business is turned out that is making the fall trade of 1906 a satisfactory one in all essentials except in that of net margins. While these are uncomfortably close in many lines and branches, the average result in all efficiently and enterprisingly managed plants can hardly fail, at the present rate, to give modest returns on the investment and labor.

* *

Some of the potteries report an especially good movement in attractive toilet lines this fall, and the demand for specialties is increasing in proportion as the season advances. As a rule, however, the average pottery's main reliance is on substantial grades of staple dinnerware.

* *

Business at the Dresden Pottery is progressing satisfactorily. Their goods were never better in durable quality, design and artistic treatment. They are very busy, the pressure to get out orders on satisfactory time being now strong Geo. Buxton, one of their oldest and most experienced salesmen, covering Pennsylvania and New York, including Baltimore, Washington and Richmond, returned from a two months' tour over his territory Thursday. He says it was the most satisfactory trip he has experienced in years, both in volume and character of trade Prices, though close in some articles, were fairly satisfactory, and a good quality of goods iu the main was demanded.

* *

The conditions at the Taylor, Smith & Taylor Co., over the river, continue to give great encouragement. Great activity prevails there, and current orders are coming along beyond expectations. What was predicted when W. L Smith disposed of his interest in the Wellsville plant of D. E. McNicol & Co. has now been announced. While retaining his interest in the latter concern, he has decided to transfer his regular services to the Taylor, Smith & Taylor pottery, where his personal attention is more needed. Several bright, active and experienced men of the younger generation have been coming up into active service at McNicol's for the past three or four years, assuring plenty of efficient assistance in the management of this well-established company.

* *

W. L. Taylor and family and Homer J. Taylor and family left a few days ago for Battle Creek, Mich.

Trenton.

An encouraging feature of local trade conditions is the pronounced increase in the number of buyers that are availing themselves of the opportunity to visit this city. The majority of these arrivals of late have been from the South, and their calls have been made usually while en route for New York. It is a matter of particular gratification to the manufacturers that merchants should personally visit the factories, for they have never before devoted so much time, care and expense to the preparation of their sample rooms.

* *

If anyone is skeptical about the seriousness of the servant-girl problem he is advised to communicate his doubts to E. C. Stover, assistant general manager of the Trenton Potteries Co. He advertised recently for one of these household luxuries. An attractive young woman turned up, closed all arrangements with Mrs. Stover, and then requested some money with which to square her alleged indebtedness to a mythical former employer. Mrs. Stover unsuspectingly granted the request, and the girl never returned. Mr Stover has notified the police.

* *

Henry D. Phillips filed an appeal on Monday in the United States District Court from the decision of Samuel D. Oliphant, referee in bankruptcy, who recently advised the appointment of a special master to make a division of the Hart Brewer Pottery Co.'s fnnds. Because of Mr. Phillips' appeal it will be impossible to make a distribution of the defunct company's cash on the basis recommended by the referee.

No action, in fact, can now be taken until after a hearing on the matter takes place on October 22. The referee's refusal to allow certain claims by Mr. Phillips was responsible for the latter's action.

* *

In recent years, particularly, many Trenton pottery manufactnrers have been selected for political preferment of one kind or another. The most recent choice is Ambrose G. Dale, general manager of the International Pottery Co., whom the Republicans of the Thirteenth ward have determined upon as their Councilmanic nominee.

* *

Among the buyers who visited here last week was Mr. Van Deman, representing Butler Bros. Mr. Van Deman made a pretty thorough tour of the manufacturing district and is reported to have left some excellent orders

* *

After six conferences between committees represetning the manufacturing potters and operatives, the sanitary wage scale question was satisfactorily adjusted on Tueseday evening. The result was reached only after both sides had agreed to compromise on certain troublous points The operatives will receive an increase, but it will be considerably less than was demanded.

Akron, O. The Electrical Insulator Co. will not take control of the Barberton Pottery Co.'s plant, after all. A L Dyke, who represented the first-named concern in the negotiations for the purchase of the factory, has allowed his option to lapse. The owners of the pottery are now looking for a new purchaser.

Sebring, O. Good reports of business activity come from here. The fall trade of the potteries is excellent and everybody is busy—the four plants operating to their full capacity.

Lisbon, O. In the Common Pleas court here, William Ward, of Wellsville, through his guardian, Alvah Baker, has begun action in a $3,000 damage suit against the Wellsville China Co. Last February young Ward fell through an elevator at the china works and eighty dozen pieces of ware fell on top of him, with the result that one leg was permanently injured.

A CATALOGUE WORTH SEEING.

NO more complete catalogue, possibly, has ever been submitted for the trade's perusal than that which is now being circulated by the Goodwin & Kintz Co. The sixty-eight inside pages are profusely illustrated with varying specimens of the concern's product in gas and electric portables, newels, gas-burners, tubing, stork necks, beaded fringes, den lamps, art glass shades, shade holders, etc. The art glass shades are largely exclusive designs, and in most instances have been prepared especially to harmonize with the stands.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of July, 1906, compared with the same month in the preceding year, are as follows:

	1905	1906
Great Britain	$189,420	$261,875
Austria	88,590	106,511
France	165,394	154,728
Germany	579,876	492,890
Other Europe	34,405	35,088
Japan	139,185	229,184
Other Countries	7,631	16,028
Total	$1 204,501	$1 296,244

FOR SEVEN MONTHS ENDING JULY.

	1904	1905	1906
Great Britain	$1 799,985	$1,567 864	$1,733,525
Austria	413,021	429,858	503,790
France	985,082	910 124	1,042,735
Germany	2,322,122	2,532,508	2,534,714
Other Europe	173,398	188,681	196,425
Japan	371,388	573,419	957,831
Other Countries	49,522	63,244	76,852
Total	$6,114,518	$6 265,778	$7,035,872

TOYS

	1905	1906
France	$ 26,238	$ 29,037
Germany	595,409	636,416
Other Europe	23,117	26,637
Other Countries	7,362	13,196
Total	$ 52,126	$705,286

FOR SEVEN MONTHS ENDING JULY.

	1904	1905	1906
France	$ 79,404	$ 69,401	$ 92,799
Germany	2,024,191	2,063,751	2,443,256
Other Europe	70,856	69,619	92,968
OtherCountries	75,457	74,467	123,416
Total	$2,249,908	$2,277,238	$2,752,439

GLASSWARE.

JULY.		FOR SEVEN MONTHS ENDING JULY.		
1905	1906	1904	1905	1906
$267,835	$269,234	$1,528,512	$1,565,290	$1,693,442

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending September 18, 1906.

ANTWERP

250 packages glassware.....B Gunthel
7 " " .....Fensterer & Ruhe
11 " " .....E Rorke
152 " " .....Miscellaneous Orders
36 " earthenware .....G F Bassett & Co
2 " " .....Geo Borgfeldt & Co
50 " " .....O Goetz
126 " " .....L Straus & Sons
16 " " .....E R Thieler
52 " " .....Strobel & Wilken Co
221 " " .....Miscellaneous Orders
83 " toys.....L H Mace & Co
2 " " .....Hamburger & Co
1 " " .....R H Macy & Co
96 " " .....C B Rouss
130 " " .....F W Woolworth
75 " " .....Strobel & Wilken Co
187 " " .....Miscellaneous Orders

BREMEN

20 packages glassware.....L Straus & Sons
12 " " .....A Steinhardt & Bro
85 " " .....Strobel & Wilken Co
144 " " .....Miscellaneous Orders
31 " earthenware.....Karl Hutter
3 " " .....Knauth, Nachod & Kuhne
217 " " .....Strobel & Wilken Co
39 " " .....Miscellaneous Orders
174 " toys.....Geo Borgfeldt & Co
24 " " .....Hamburger & Co
436 " " .....Strobel & Wilken Co
128 .....Miscellaneous Orders

COPENHAGEN

215 packages glassware .....Fensterer & Ruhe
1 " chinaware.....J H Venon
369 " earthenware .....Geo Borgfeldt & Co
1 " " .....Bawo & Dotter

HAVRE

128 packages chinaware.....Haviland & Co
7 " " .....F P Abbot
19 " " .....Endemann & Churchill
" " .....Vogt & Dose
25 " .....Miscellaneous Orders
19 " glassware .....E Utard

LIVERPOOL

11 packages chinaware.....Bawo & Dotter
68 " " .....F P Abbot
12 " " .....L D Bloch & Co
17 " " .....Endemann & Churchill
280 " " .....Haviland & Co
38 " " .....C Ahrenfeldt & Son
12 " " .....Strobel & Wilken Co
6 " " .....Miscellaneous Orders
10 " earthenware.....J Davison
15 " " .....G F Bassett & Co
25 " " .....E Boote
18 " " .....R Slimmon & Co
26 " " .....Maddock & Miller
19 " " .....L Straus & Sons
19 " " .....Strobel & Wilken Co
26 " " .....Miscellaneous Orders
18 " glassware.....J Davison
2 " " .....E Boote
3 " " .....Meakin & Ridgway
7 " " .....Strobel & Wilken Co
4 " .....Miscellaneous Orders
41 " toys.....Strobel & Wilken Co

LEGHORN

5 packages earthenware.....L Straus & Sons
25 " " .....Miscellaneous Orders

LIMOGES

104 packages chinaware.....W L Briggs

ROTTERDAM

29 packages glassware.....L Straus & Sons
16 " " .....Geo Borgfeldt & Co
7 " " .....Miscellaneous Orders
24 " earthenware.....L Straus & Sons
65 " " .....Bawo & Dotter
300 " " .....Geo Borgfeldt & Co
8 " " .....L D Bloch & Co
28 " " .....B Illfelder & Co
5 " " .....Samstag & Hilder Bros
20 " " .....Fenesterer & Ruhe
6 " " .....A Steinhardt & Co
5 " .....H C Edmiston
10 " " .....Meakin & Ridgway
120 " " .....Strobel & Wilken Co
107 " " .....Miscellaneous Orders
20 " toys.....Samstag & Hilder Bros
15 " " .....Bawo & Dotter
36 " " .....Geo Borgfeldt & Co
10 " " .....Hamburger & Co
244 " " .....B Illfelder & Co
43 " .....R H Macy & Co
73 " " .....A Steinhardt & Co
2 " " .....F A O Schwartz
28 " " .....Strobel & Wilken Co
116 " " .....Miscellaneous Orders

HAMBURG

45 packages glassware.....Geo Borgfeldt & Co
20 " " .....C Ahrenfeldt & Son
36 " " .....F Bing & Co
28 " " .....Bawo & Dotter
36 " " .....Fensterer & Ruhe
7 " " .....O Goetz
5 " " .....Higgins & Seiter
9 " " .....Knauth, Nachod & Kuhne
69 " " .....L Straus & Sons
1 " " .....Julius Palme
65 " " .....Strobel & Wilken Co
92 " " .....Miscellaneous Orders
4 " earthenware.....Fensterer & Ruhe
7 " " .....Chas Ahrenfeldt & Son
96 " " .....Bawo & Dotter
7 " " .....Hamburger & Co
9 " " .....Koscherak Bros
8 " " .....L Straus & Sons
11 " " .....Julius Palme
121 " " .....Strobel & Wilken Co
97 " " .....Miscellaneous Orders
5 " toys.....Hamburger & Co
3 " " .....Bawo & Dotter
74 " " .....B Illfelder & Co
1 " " .....R H Macy & Co
3 " " .....Samstag & Hilder Bros
36 " " .....F A O Schwartz
240 " " .....Strobel & Wilken Co
1,385 " " .....Miscellaneous Orders
6 " harmonicas.....Strobel & Wilken Co

SOUTHAMPTON

7 packages chinaware.....Geo Borgfeldt & Co
47 " " .....Bawo & Dotter
8 " .....C L Dwenger
19 " " .....A G Moment
42 " " .....Wm Guerin & Co
26 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

32 packages earthenware.....Jones, McDuffee & Stratton Co
72 " " .....Mitchell, Woodbury Co
18 " " .....American Express Co
1 " " .....R F Downing & Co
1 " .....Stone & Downer
12 " " .....A W Chesterton
1 " " .....Richard Briggs Co
77 " " .....Downing's American Dispatch
11 " " .....David Inglis & Co
14 " " .....Miscellaneous Orders

HAMBURG

56	packages	earthenware.....Jones, McDuffee & Stratton Co
160	"	" .....Brown Bros. & Co
35	"	" .....L Wolf & Co
93	"	" .....Boston and Maine Railroad
1	"	" .....American Express Co
8	"	" .....Stone & Downer
521		" .....Geo Borgfeldt & Co
38	"	" .....Houghton & Dutton
17	"	" .....C J Pierce & Co
80	"	" .....R F Downing & Co
14	"	" .....F W Manning
80	"	" .....W N Proctor & Co
10	"	" .....Bausch & Lomb Optical Co
9	"	" .....E E Currier
7	"	" .....Bawo & Dotter
75	"	" .....First National Bank
7	"	" .....Jordan Marsh Co
4	"	" .....Walter Kimball & Co
5	"	" .....Bigelow, Kennard & Co
2	"	" .....B D Webber
5	"	" .....Miscellaneous Orders

GLASGOW

1	package	earthenware .....Miscellaneous Orders

IN THE HOUSEFURNISHING WORLD.

J. Friedman, of McRae, Ga., has opened a department store in Wrightsville, Ga.

* *

The American Broom Mfg. Co., New Orleans, La., has been incorporated with $10,000 capital.

* *

The plant of the Northwestern Woodenware Co, Tacoma, Wash, was burned recently. Insurance, $36,000.

* *

J. E. Steinel has sold his brush manufacturing business in Reading, Pa., to J. O. Flatt & Co., and retired

* *

Leffler, Thiele & Co., New York city, have been incorporated with a capital of $150,000 to manufacture enameled steel ware.

* *

The Monroe Hardware Co., to deal in hardware and tinware, has been incorporated under the New York State laws. Capital, $10,000.

* *

F. S. Eblen has given up the management of the J. A. Mahaffey housefurnishing goods store in Akron, O., to engage in another line of business.

* *

The new McCreery store on Thirty-fourth street, with its ten floors, basement and sub-basement, will open either late in September or early next month.

* *

The department store in Manchester, N. H, owned and operated by the late Frank W. Fitts, has been purchased by the E. C. Nichols Dry Goods Co., of Bangor, Me.

* *

Seattle, Wash., capitalists have purchased the old theatre building in Walla Walla, Wash., with the idea of razing it and erecting in its place a fine department store. The building will be ready for occupancy by Feb. 1 next.

A PRICE WITHOUT A BOTTOM.

APROPOS of the prevailing variation in the selling prices of cut glass, several good stories were related at a recent gathering of salesmen identified with this branch of the trade. One of the best was recounted by L. C. Bergman, of E Bergman & Son, and, despite the fictional flavor which surrounds it, the yarn is worthy of repetition because of the moral which it contains. This is the way Mr. Bergman described the incident:

"Jerry Friedman was engaged by Blank & Cutting to sell cut glass. He was new to the business, but chuck full of hope and ambition. His employers advised him to devote most of his attention to the marketing of an eight-inch bowl priced at three dollars Jerry started West and opened in Pittsburgh. The first buyer he visited laughed scornfully when he mentioned three dollars as the price of the bowl.

"Why, my dear young man," he said, in a fatherly way, "you have been misinformed regarding the price. Every other salesman is offering the same thing for two dollars and seventy-five cents. At that price I'll give you an order for fifty, but I wouldn't pay a penny more.'"

James Douglass,

24 Park Place, New York,

SOLE AGENT IN THE UNITED STATES AND CANADA
FOR THE FOLLOWING ENGLISH FACTORIES:

Clementson Bros.,
HANLEY.

Pearson & Co.,
STOURBRIDGE.

Aynsley's China,
LONGTON.

Bretby Art Pottery Co.,
WOODVILLE.

IMPORT SAMPLES NOW COMPLETE
AND INSPECTION SOLICITED.



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects. This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glasa.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St.
Boston, 144 High St.
Chicago, 409 Atlas Block.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 18 Sutter St.
St. Louis, 617 Granite Building, 4th and Market Sts.

New Lines of Dinner Ware and Staple China for Spring Importation.

Special Attention is called to our Import Line of

CHINA. **EASTER NOVELTIES** PAPIER MACHE.

SAMPLE LINES OF CHINA, DOLLS AND TOYS ON SALE.

HAMBURGER & CO., 28-30 West 4th St., New York.

THE NEW COLOR HOUSE.

L. Reusche & Co., 71-73 Park Place, New York.

Our Mr. Louis Reusche has been identified with pottery and glass manufacture for twenty-eight years.

Colors and Materials for Pottery, China and Glass Decoration, Enameled Ware, etc.

Sole Agents for JAMES HANCOCK & SON, Diglis Ceramic Art Color Works, Worcester, England.

Sole Agents for JOHN LAMB'S Potters' Printing Paper in sheets and rolls.

ELARCOITE (a substitute for Oxide of Tin). Write for sample and prices.



THE HOUSE OF POUYAT

in taking the initiative as extensive advertisers of Limoges China in monthly magazines and periodicals lent direct aid to every dealer handling Limoges China.

The benefits thus conferred upon our customers have been reflected in an increased demand for our finer productions. There is mutual satisfaction and profit in this.

PAROUTAUD & WATSON,

Sole Agents in America.

37-39 Murray St., New York.

Please Your Customer

NEW LINES NOW READY.

Very Easy With the Dealers Who Handle

WELLER Pottery WARE

SAMPLES AT OUR SALESROOM

BOSTON, 146 Franklin Street. | NEW YORK, 57 Park Place. | CHICAGO, Glass & Crockery Exchange 186-188 Fifth Ave.

Factories and Main Office: ZANESVILLE, OHIO.

FENSTERER & RUHE,

Importers Glass and Chinaware,

NEW YORK, = = = 47 MURRAY STREET.

BLANKS FOR CUTTING.

G. Fensterer, Berlin.
W. H. Warrington, Toronto, 18 E Front

A Great Aggregation of

Japanese and Chinese Porcelains

just opened for inspection by

Carlowitz & Co.,

537 and 539 Broadway, New York.

elephone 1966 Broad.

GREAT VALUES.

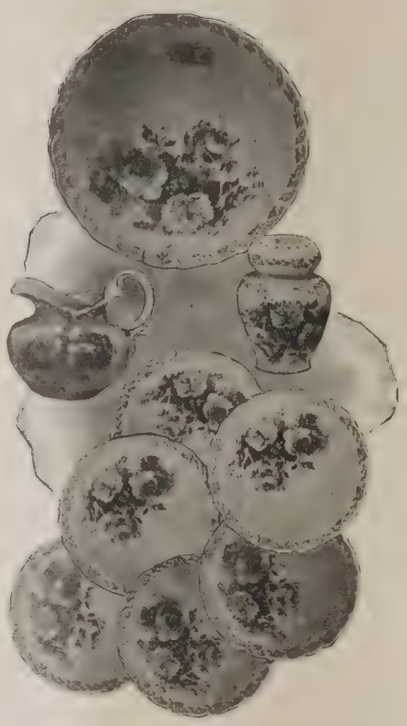
THIS line includes some of the prettiest patterns ever shown in Fancy Bishue Porcelain, comprising assorted Vases, Bric-a-Brac and Tableware; also Bronzes, Ivories and other specialties of the countries, in both oriental and occidental designs.

We are offering special drives in Tizans, Satsuma and Moriage Vases, all sizes, for immediate delivery.

A large stock of desirable goods now ready for instant shipment.

Complete lines of Teakwood Furniture.

It will interest you to see our goods. The prices will astonish you.

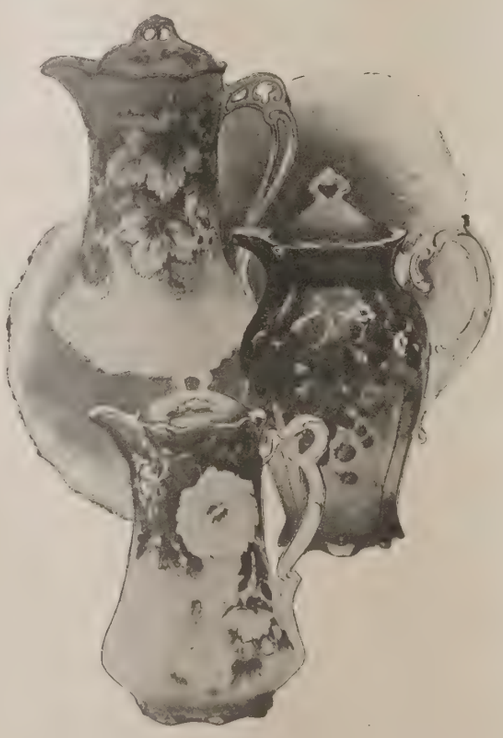


Asst. No. 3607C. 9 pieces. Retail at $1.25 set.

THE "LONGWORTH" Fruit or Berry Set

If the President's popular daughter suggested the composition of these sets it is no more than might be expected of that clever young woman. The addition of the Sugar Sifter and Cream Jug to the ordinary Berry Set is such a good idea one wonders it hadn't been thought of before. Of course you must have some—and have them now while they are bound to attract widespread attention The first installment have splendid rose spray decorations with stencil designs in gold at edge Nice thin German china. If you wish some out of this shipment, order right away.

Bawo - and - Dotter
26 to 34 Barclay Street, - New York



Asst. No. 3608C. Three Chocolate Pots for $4.50 net.

BAVARIAN CHINA Chocolate Pots

Are you acquainted with the beauties of our famous Bavarian china? Of all the moderate priced wares it is unqualifiedly the best. The china is superb in quality—very thin and of beautiful texture. The shapes are graceful and uncommon The decorations original and striking in character — mostly semi-hand-painted, part transfer and part handwork. Takes an expert to distinguish. We present three styles of Chocolate Pots, all different in subject and color scheme. Will retail quickly at three to four dollars each.

Bawo - and - Dotter
26 to 34 Barclay Street, - New York

FROM STOCK

FOR

IMMEDIATE DELIVERY

THERE is a scarcity of stock goods in some lines. We have good stocks in many lines. If you need

German Fancy Goods,

Dinner Ware in Austrian, German, French and English makes,

Bassett China, or

Bassett Stock Patterns,

let us hear from you.

Geo. F. Bassett & Co.,

49 Barclay Street and 52-54 Park Place,

NEW YORK.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

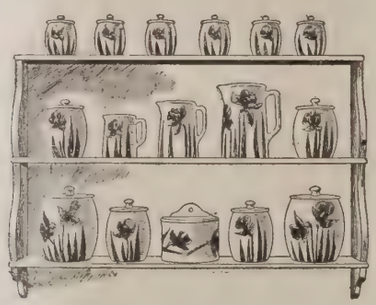
96 Church Street, New York City.

THIS WEEK we call the especial attention of the trade to a new shape with new decorations from

THE UPPER HANLEY POTTERY CO.

This is an oval shape, called the "IMPERIAL," and is shown in the "NELSON" decorations in plain prints, plain prints gold lines, and in full illumination. Underglaze in Royal Blue, Flow Green and in Crown Derby effects. The lines are clean cut and the colors good. It will command the instant attention of the good housewife. Full lines to be seen in our wareroom.

A. J. Wilkinson, Ltd. Bourne & Leigh. Upper Hanley Pottery Co. J. H. Weatherby & Sons.
R. Sudlow & Sons, Teapots.



A Cabinet for the Kitchen.

ILLUSTRATION above tells its own story in so far as the style of the cabinet and the character of the receptacles for tea, coffee, salt, spices, starch, etc., are concerned. We sell them complete. Just what the housewives want.

A. Radford Pottery Co.,

Clarksburg, W. Va.

New York Showroom:
W. H. DUNN & CO., 54 Murray St.

WE HAVE NO COMPETITORS.

BLAU BROS. CO., Inc.,

Manufacturers of "NEAR-BRONZE" STATUARY,

25 West Broadway, New York.

Telephone, 5653 Cortlandt.

Room 51.

Cut Glass.

Metal Lamps and Portables.

Decorated Globes and Shades.

Comb, Brush and Mirror Sets.

Metal Novelties.

Plain & Mounted Plateaux.

Statuary.



8-in. Lily Vase. $12 doz.

BRANCH OFFICES:

Philadelphia:
American Mfrs. Co.
708 Market St.

Boston:
Geo. A. Granville,
95 Pearl St.

Milwaukee:
Ernest Bersback,
250 West Water St

Los Angeles:
Brown-Winstanley Co.,
340 N. Main St

W. H. GRINDLEY & CO.

have the honor to announce the production of

"The Duchess,"

a most noble and suitable companion to the "WHITE MARQUIS."

Full particulars on application

W. S. PITCAIRN,

44 Murray St., New York.

Wholesome Truths About the Libbey

What do you demand in cut glass?

Do you consider depth of cutting, brilliancy, design, shape, etc.?

Do you believe one glass better than another?

Of course you do.

You do not want glass that's poorly cut and poorly polished—glass that lacks brilliancy, that lacks life—do you?

You do not care to choose a glass that's an unknown quality—that has no standard—do you? Of course you do not.

You know that LIBBEY CUT GLASS is the world's best.

You know that if you place a piece of Libbey glass alongside any other make the startling superiority of LIBBEY will be manifest at once.

You know that the name LIBBEY stands for originality of design, worthy materials, superiority of workmanship, depth of cutting and unusual brilliancy, don't you?

Of course you do.

THE

LIBBEY GLASS CO.

TOLEDO, OHIO.

CROCKERY AND GLASS JOURNAL

NEW YORK, SEPT. 27, 1906.

THE CONDITION OF BUSINESS.

New York. Because of the progress of the Jewish holidays, trade in this market has suffered to an appreciable extent during the past week or ten days. Rosh Ha Shanah, the New Year's of the Jewish people, was ushered in a week ago Wednesday. The solemn fast of Yom Kippur, the Day of Atonement, is observed on Friday of this week, and with its conclusion the holidays will have come to an end. It is truly surprising how largely business is affected by this temporary withdrawal from commercial activity of the Jewish race. It demonstrates most emphatically how conspicuous a factor they are to-day in the progress of affairs commercial. In New York alone there are between 600,000 and 700,000 of them. As their natural tendency to take up business careers is fully recognized, the diminution in trade that is occasioned by their period of rites and fasting may be understood.

Fresh evidences of the general prosperity prevailing these days continue to develop. The industrial establishments all over the United States are enjoying unprecedented success. There are no labor troubles to cloud the horizon and no atmospheric enemy to interfere with the greatest crop yield in the nation's history. Money is apparently plentiful, for wages are good, and there is noted an inclination among rich and poor alike to spend quite freely.

About the only development of late that tends to discredit this reputed universal prosperity is contained in the news that reaches us from the domestic pottery centres. Not only has the Bell Pottery Co., of Columbus, O., passed into the hands of a receiver, but there is a report from Crooksville, O., that the Acme pottery is about to close. The latter, though, is reported to be only for a brief period, for other parties talk of buying it and at once resuming operations. These failures are quite surprising at this time, in view of the fact that more American potery is undoubtedly being sold this year than ever before It is, however, the "survival of the fittest" in pottery production, as in every sphere of human activity. The field has been overcrowded for the past few years—a fact that was pretty clearly illustrated in 1905, when something like eighteen factories closed their doors.

So heavy has been the call for goods in stock that several of the import houses here have been obliged during recent weeks to remain apen until ten and eleven o'clock at night. The call for German goods in this manner has been especially active. French wares, too, have been moving briskly from stock. This leads to the inference that the spring import business will be large. Many merchants must have ordered considerably below their needs in order to create the existing scramble for wares, although it is also a fact that the fall import deliveries are behind in many instances and the disappointed dealers are buying from stock solely to tide them over until their imports arrive.

Good results are being obtained by the road salesmen for English houses so far as china is concerned. The earthenware lines, too, are selling pretty well. The New England market, especially, has picked up encouragingly in this regard.

While the lamp trade was a trifle late in opening, the returns nowadays are thoroughly satisfactory. Decorated as well as metal lines are selling well. The portables promise to establish a high-water mark in sales.

The inclination of prospective brides and bridegrooms to become one during the month of October has stimulated the sale of cut glass. Prices are varying and uncertain for this commodity, but this fact has not affected its popularity very much.

Regarding housefurnishing goods, it is necessary only to state that everyone appears to be busy and there is a shortage of goods.

Copper continues to advance, having been quoted at twenty and three-eighths on Monday. This is the highest price ever recorded for this metal. Dealers in lamps and other articles composed in part of copper may therefore anticipate a proportionate increase in the purchasing price.

Trenton.

Manufacturing activity has been quite seriously hampered here this week because of the progress of the Inter-State Fair. Operatives have absented themselves from work pretty nearly every day, and the desire to visit the fair on Thursday was so general among them that most of the plants closed down entirely for the day. This, naturally, has affected deliveries to a very pronounced extent, and it comes at a most inopportune time. Business continues to be snappy, with evidences of an improvement in the higher-priced lines as the fall season advances.

The movement in portables and lamps from this quarter is also brisk. The call for the former is especially heavy and serves to emphasize the growing popularity of this style of household illumination Cut glass also retains its spirited sale.

East Liverpool and Vicinity.

All the potteries are busy. While it may be true that not many visitors are coming here direct, the mails are loaded every day with sizable orders, and almost universally ask for prompt shipments. The salesmen on the road are increasing their orders day by day, giving evidence that the retail trade is in a flourishing condition all through their territories. While most of the potteries have a fair supply of goods on hand, there is a visible shortage in many directions, and the manufacturers are meeting with some difficulty in filling their orders promptly. This is not at all unusual at this season of the vear

There has been an extraordinary demand for plain white goods recently, several buyers of carload lots of firsts having had difficulty in securing them. One buyer said he had applied to half a dozen plants without being able to get what he wanted. He could get r. k., but not selections.

Another difficulty arises from the want of decorators. Almost every pottery in the West could use more experienced help if they were available. There is an increasing demand for high grade freehand painting, and while it cannot be said that there is a falling off in decals, the trade is calling for more of the higher-priced goods.

Manufacturers of fancy wares are all busy, and the better the goods the more active the demand.

With such conditions it would seem as if at least the full regular price could be obtained; and yet there is continual complaint that somebody is cutting. There may be some truth in this, as prices have been quoted which seem ridiculously low. Why firms should cut prices when they are away behind in their orders passes comprehension.

Pittsburgh and Vicinity.

The glass factories are all working full time, and there seems to be a good demand in every direction. Tableware is in good request, although perhaps there is not such a brisk demand for sets as the manufacturers would like to see. Anything in the way of fancy goods goes briskly, but owing to the competition of cheap German china and the low price of cut glass there are not as many of the regular tableware sets sold as in years gone by.

Tumblers are in great request, and those dealing in packers' goods have about all they can swing to.

Fruit jars are getting scarce.

The chimney factories are doing a fair, seasonable business.

Bottle factories are working full, and while there has been a slight advance in some articles complaint is general that there is little profit in the business.

The lamp factories are all very busy.

RECEIVER FOR ART GLASS CO.

HENRY C. BRETZFELDER has been appointed temporary receiver of the Fair Haven Art Glass Co., which has factories in Fair Haven and Hartford, Conn. While the concern has a number of creditors, it is claimed to be solvent. Owing, however, to a disagreement among the controlling interests, it was decided to wind up the company's affairs in court. The appointment of a permanent receiver is to be made in October.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

S G Judd, c, Stamford, Conn.
Miss Eisenhauer, with John Eisenhauer, c, Frederick, Md.
Goldman Bros, c, Bridgeport, Conn.
Gregory & Barnes, c, Kingston, N Y.
R Q Walsh, of Walsh Bros, c, Ansonia, Conn.
Fahrney Bros, c, Hagerstown, Md.
Knight Crockery Co, c, Jacksonville, Fla.
Burbank, Douglass & Co, c, Portland, Me.
A Mayer & Co, c, New Orleans, La.
R L Hudson, with E S Brown & Co, hf, Fall River, Mass. Navarre.
S V E Bippus, with Jonas Long's Sons, t, Scranton, Pa. Woodstock.
D C Roberts, with F M Kirby & Co, hf, Wilkss-Barre, Pa. Imperial.
W W Everett, with Woodward & Lothrop, hf, Washington. Broztell.
Geo H Guest, with Jordan Marsh Co, hf, Boston.
Miss Parvin, with Dives, Pomeroy & Stewart, s, Reading, Pa.
Hutzler Bros, c, Baltimore.
Akron China Co, c, Akron, O.
Chas A McCarthy Co, c, Oswego, N Y.
Boston Store, c, Glens Falls, N Y.
Korber, Parker Co, c, Los Angeles.
B N Sweeting, c, Tallahassee, Fla.
W I Van Ness & Co, c, Charlotte, N C.
Lancaster & Co, c, Greenville, Tenn.
H Gwinner, c, Canton, Miss.
C J Duncan, c, Massillon, O.
M L Richter, Madison, Ga.
W J Reynolds, with The M J Carnahan Co, c, Logoote, Ind.
J W Gray, Jr, of Gray & Dudley Hdw Co, Nashville, Tenn.
A H Clapp, c, Albany.
N C Anderson, c, Fargo, N D.
N C Nelson & Co, c, Concord, N H.
Denholm & McKay Co, c, Worcester, Mass.
Austin S Bump, c, Binghamton.
V Ruth, c, Shelbyville, Tenn.
Wm Feitner, c. Liberty, N Y.
Howe & Stetson Co, c, New Haven, Conn.
Fries & Schulle, c Cleveland.
B C Tabor & Co, c, Norwalk, O.
John Lersch & Co, Elyria, O.
D Ed Kennedy, c, Cordele, Ga.
J T Heath, c, Monticello, N Y.
A B Scott, c, Fairmount, W Va.
G B Roe, c, Shamokin, Pa
Doblins & Ferral, c, Raleigh, N C.
G Schleutter, Austin, Minn.
David R Craig, c, Boston.
C V Bosserman, c, Newport, Pa.
D R Gilbert, c, Plattsburg, Pa.
Paul Goldine, c, Marlenton, W Va.
A Hahn, c, Durango, Cal.
W R Bristol, c, Beaufort, S C.
Little, Long Co, c, Charlotte, S C,
Caldwell, Sites & Co, c, Roanoke, Salem and Staunton, Va., and Bristol, Tenn.
Mr Donaldson, c, Hagerstown, Md.
A F Pohlmann, with Daniels & Fisher Stores Co, c, Denver.
W W Dodge, with Beall-Livingston D G Co, c, Columbus, O.
T J Gill, with Mandel Bros, c, Chicago.
K C Norris, with Dey Bros & Co, c, Syracuse. Herald Square.
W F Walker, with E W Edwards & Son, hf, Syracuse. Albert.

GILBERT S. KING RESIGNS.

AFTER forty years of service in connection with the glass business in this country, Gilbert S. King, general manager of the Mississippi Glass Co. and Mississippi Wire Glass Co., withdraws from active business at the close of this month.

In announcing the fact to the trade the companies say: "Those to whom this message comes and who have had associations with Mr. King will well understand that the formal notice sent to the general public does not fully express the regret of the Mississippi Companies in losing the services of Mr. King. Twenty-one years of continuous service is exceptional in any business, but the relation of Mr King to these companies, especially to the officers, has outreached the measure of even twenty-one years, and those who have been associated with him can only congratulate him in feeling free to enjoy the leisure which he has well earned."

C. J. Gundlach, who takes Mr. King's position, is so well known to the trade that no introduction is necessary, and everyone will share in the satisfaction of the companies in having available so experienced a man as Mr. Gundlach to assume charge of the business in the main offices in New York.

Oscar Reid, at present associated with Mr. Gundlach in the Chicago office, will be given charge of the agency there.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Sept. 8,'06	Corresponding period 1905	Exports Jan. 1 to Sept. 8 '06	Corresponding period 1905
Boston	131	51	5107	4170
New York	227	195	4399	4821
Baltimore	363	362	10373	8532
Philadelphia	3	3	880	651
New Orleans	229	141	3021	2729
Newport News	....	....	1021	667
San Francisco	102	4	1251	738
Portland (Me.)	19	....	623	384
Galveston	12	1	993	677
Portland (Or.)	....	....	688	897
Inland Points	151	86	8628	10275
Total...	1237	844	36984	38991

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g Sept. 8,'06	Corresponding period 1905	Exports Jan. 1 to Sept. 8,'06	Corresponding period 1905
New York	227	208	4470	4866
Boston	180	51	5180	3979
Philadelphia	3	3	840	661
Baltimore	363	362	10523	8770
San Francisco	102	4	1221	738
New Orleans	229	141	3217	2662
Portland (Me.)	19	..	523	191
Galveston	12	1	970	663
Newport News	...	....	906	736
Portland (Or.)	....	..	739	397
Inland Points	116	85	9335	9897
Total....	1201	855	37924	38560

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada..... $2.00
All Foreign countries in the postal union..... 4.50
Single copies..... 10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 27, 1906.

THE WAY TO SUCCESS.

THE first thought of the average boy on leaving school for business is to get with "some good house." His particular aptitude for the calling is not considered—the great desideratum is to secure a position. This obtained, he next turns his attention to the financial side of the question, and it is not long before he persuades himself that he is being underpaid. He is not content to wait for promotion, and only too often leaves for a position in another line of business that pays a dollar or two more a week. This he forsakes in turn, and for a like reason; and so shifts about from place to place, getting a smattering of half a dozen lines, knowing nothing well, and finally settles down to a mediocre position in some business which pays a bare living.

The successful men in the pottery and glass line have climbed the ladder from the bottom, round by round. They began the day at 7:30a m. and worked until 6 p. m., and in the meantime did anything that had to be done, regardless of the fact that they were salesmen. They began their apprenticeship in the cellar—packing, selecting, and what not—and worked up to the dignity of salesmanship only through being called upon to wait on a customer during a rush; after which they went back to the straw. To-day their names are on the signs over the doors.

The opportunities are just as great now as they were thirty or forty years ago. If the boys of to-day who enter the crockery trade will begin at the bottom, learn the business thoroughly, and wait patiently, they stand just as good a chance. Such a course may not mean a lot of good clothes, theatres, games of pool or billiards, outings, and other frivolities, but it does mean a business education and all that it implies. Employers know the elements which go towards making good men, and are watching every boy and young man in their employ, standing ready to advance them as they are deserving of it.

PERSONAL.

EUROPEAN "grafters" should scratch the name of John Nixon, general manager of the Fostoria Glass Co.'s New York office, off their list of hopefuls. He is a mighty poor prospect. The receipt of a letter last Tuesday from Spain offering him a reward of something like $87,000 failed to even interest him. The scheme employed to attract a chunk of the Nixon bank-roll is the same old story of the bankruptcy court and an imprisoned debtor, with a mislaid fortune that requires a chaperon. For the benefit of those who may be unfamiliar with the game, the unanswered letter to Mr. Nixon is herewith reproduced:

MADRID, SPAIN, Sept. 13, 1906.

Gentleman: I need the co-operation of an honest man for recovering $250,000 that I have within a trunk deposited in a railway station of England, and also of a check for $12,000 payable to bearer, being this check, together with the railroad receipt for the recovering of said trunk, hidden in a secret drawer of a hand valise forming part of a baggage of mine seized in Spain. I am into prison for bankruptcy and shall be necessary at all that you come to Spain to leave free said seizure paying the Tribunal the necessary charges. In recompense you will be rewarded with the third part of said amount. Should you be disposed to aid me, the matter being a pressing one, please cable the single word "Faal" to a faithful servant of mine and I will send you full particulars. Then I shall sign full name, but, in the meantime, fearing this letter will not reach you, I only sign R.

Address for cablegrams: Roig, Glorieta Bilbao 3 cuarto, Madrid, Spain.

⚜

Mr Knight, of the Knight Crockery Co , returned several days ago from Europe and spent a day in the wholesale district before leaving for his home in Jacksonville, Fla.

⚜

Replying to our inquiry as to whether the recently-created vacancy in the management of its china department had been filled or not, the J. L. Hudson Co., Detroit, Mich., writes: "We have not engaged a new man for our china and glass department, nor do we anticipate doing so."

⚜

F. Waight, now in charge of the Emery-Bird-Thayer Dry Goods Co.'s china department in Kansas City, Mo., has engaged Mr. Cain as his assistant The latter was formerly with The Famous in St. Louis.

⚜

After a European sight-seeing tour that has covered a period of ten weeks, Diedrich Klamp, with

Endemann & Churchill, is due to reach this port on Friday. His itinerary on the other side embraced visits to Germany, Switzerland, Holland, Belgium and Italy.

⚜

O. S. Atterholt, superintendent of the German Cut Glass Co., Jermyn, Pa., was a recent visitor in New York.

⚜

Reports from Frank W. Primrose, who is now exploring the East with the samples of James Douglass, the English importer, indicate that he is doing splendidly. This is Mr. Primrose's first trip in the interests of the Douglass concern.

⚜

Chas. M. Faber has resigned as R. H. Yarwood's assistant in the management of the housefurnishing department of the Simpson-Crawford Co., this city. His successor is C. W. Corbin.

⚜

H. M. Felker, with the New York office of the United States Glass Co., left on Saturday night for a visit to the factory at Pittsburgh, where he will make a few days' stay.

⚜

George W. Brownley, with Hamburger & Co., who went abroad in company with Mr. Hamburger last month, will sail for home on the Deutschland Oct, 5. Mr. Brownley writes that he has had a very pleasant trip, and that the firm will have some winners for 1907.

⚜

Michael L. Kesner, who at one time acted as merchandise manager of the Fourteenth Street Store, this city, and more recently was head of the furniture department, has resigned. His former assistant, Chas. Solomon, has succeeded him.

⚜

Wm. D. Dougherty is home from his usual New England skirmish with the Consolidated Lamp and Glass Co.'s offerings. He will penetrate the same territory again in a few days, after equipping himself with recent additions to the line.

⚜

J. R. Irwin, who formerly managed the Emery-Bird-Thayer Dry Goods Co.'s china department in Kansas City, Mo., has become L. S Hinman's assistant in the Philadelphia store of John Wanamaker.

⚜

Geo. L Caldwell, road representative of the Jefferson Glass Co., was stricken by the heat in St. Louis recently. His condition was serious enough to require medical attention for several days.

⚜

Invigorated by his summer's sojourn at the Thouand Islands, Jas. H. Colgrove starts out next Monday with new samples from F. W. Jenkins & Co. His schedule calls first for a brief stay at the Bingham House in Philadelphia, after which he is to visit Baltimore, Washington and the Middle West.

⚜

F. E. Harmon, of Lima, O., was in the city last week and the early part of this, making his annual visit to purchase holiday specialties.

⚜

L. W. Levy, of L. W. Levy & Co., importers of china, metal and leather novelties, this city, sailed several days ago for Europe on the Kaiser Wilhelm II. He will be abroad about two months.

⚜

Harry H Fink, who has been sojourning in the Adirondacks for three months, is expected back at his desk at Chas. Ahrenfeldt & Son's next Monday morning.

⚜

Abe Mayer, of New Orleans, is in New York looking for goods. He has been spending a little time at Saratoga.

⚜

John Blake has replaced Mr. Gunn as the buyer of metal lamps and specialties, jewelry, etc., for Saks & Co , this city.

⚜

Albert E. Snow, Chicago representative of the Plume & Atwood Mfg. Co., arrived in New York last Friday morning for a two weeks' stay.

⚜

Mrs. A. Piser, daughter of our old friend E. Offner, of New Orleans, who is here with her father in New York, met with a serious accident on Monday. She was alighting from a car, made a misstep and broke an ankle. She will be confined to the house for many weeks.

⚜

T. Downs is in New England and Harry S. Clarke is in the West with Robert Slimmon & Co.'s new lin s.

⚜

W. W. Dodge, who recently resigned as crockery buyer for the Fourteenth Street Store, this city, has taken charge of the china and housefurnishing department of the Beall-Livingston Dry Goods Co., Columbus, O.

⚜

J. H. Venon and Chas. E. Cardon will start for a grand tour of the West Sunday night with the new lines which Mr. Venon has brought from Russia and France.

⚜

Sailing on the Minnetonka next Saturday will be F I Blakeman, of Blakeman & Henderson, and Fred D. Farrell, who travels westward for that firm. The trip marks Mr. Farrell's first visit to Europe It has been Mr. Blakeman's custom for many years to go over alone, but this year it was decided to have Mr. Farrell accompany him and assist in the preparation of new things for 1907 at the Limoges factory. Many of the most effective shapes and drawings that

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have distinguished the Blakeman & Henderson line in recent years owe their origin to the talents of Mr. Farrell in this direction. The couple, who will also be accompanied by their wives, will probably remain in Europe for three months.

T. J. Gill, buyer for Mandell Bros., Chicago, successor to L. A. Carter, who has been in New York for more than two weeks, leaves on Saturday night for the West. He is at the Longacre Hotel

H. Le Compte has been in New York buying for a new china and glass department for Lycett-Stationers, 317 North Charles street, Baltimore They will carry ouly high grade goods.

The house of M Redon will hereafter be known as La Porcelaine Limousine. Alfred G Moment says that the only change in the ware will be for the better.

W. F. Upham opens next Monday at the New England sample rooms in Boston, Mass., with the H. C. Fry Glass Co. and Empire Cut Glass Co 's lines. He remains there a week and is to be assisted by S. G. B. deMesquita, who has just returned from a New England pilgrimage with the same lines.

F. H Davis, for many years buyer for the Sperry & Hutchinson Trading Stamp Co., is now with the New York Household Supply Co., 38 Murray street, marketing a new safety razor. He will also have a new line of cutlery.

John J. Hines leaves here on Saturday for the Pacific Coast with Blakeman & Henderson's French china specialties. This line has never before been shown on the Slope, and Mr. Hines, despite his long traveling experience in the West, has not heretofore touched California or any of the equally distant States in that section.

H E. Claus, formerly with Baker & Ross, Washington, D. C., has signed with Hunter, Tuppen & Co., Syracuse, N. Y., to manage their china department.

C. H. Reiling is the new manager of the Elder & Johnston Co 's china and housefurnishing department in Dayton, O. He assumed the duties of the position several days ago.

From Carlsbad comes a pretty colored souvenir postal card with kind wishes from Charles J. Ahrenfeldt, M. O. Doering and Charles Sulzer. It is pleasant to be remembered by absent friends.

C. R. Carpenter is general manager of the new concern in Des Moines, Ia., which is to be known as the Des Moines Department Store Co. The store will be opened early in the coming year.

SINGING THAT WASN'T APPRECIATED.

MANY odd causes have been responsible for labor difficulties in the past, but none, it is quite safe to assert, has ever had so unique an origin as the existing strike among the twenty-five girls employed in the cleaning-room of the Star Porcelain Co , in Trenton. Not long ago the firm issued orders that the girls must not sing during working hours, and followed it up by replacing their forewoman by a "boss" of the masculine species. This change was made, the firm explained, because the forewoman had failed to preserve order. But the advent of a foreman had no other effect upon the vocal energy of the girls than to add "Moon, Dear" and "Will You Love Me in December?" to a repertoire that formerly included only "Waitin' at the Church" and "Not Because Your Hair is Curly."

The singing increased in frequency and volume to such an extent that the office-force finally appealed to the president of the concern on the ground that they were unable to transact their business properly. The climax came a few days ago when the president himself picked up the telephone receiver to converse with a New York customer.

"When can you ship the goods?" queried the voice from Manhattan.

"When the Harvest Days are Over, Jessie, Dear," was wafted back over the wire. The president managed to recover his balance long enough to explain to the New York party that the irrelevant reply emanated from the singing enthusiasts upstairs. Then, having finished his 'phone talk, he got busy. He stopped the singing all right, but discontent broke out, and the strike was the next thing in order.

THEY'RE LOOKING FOR MR. BERK.

INFORMATION concerning the present address of one Harry Berk is very earnestly desired by several pottery, glass and lamp manufacturing concerns. Not since his unexpected and hurried departure early in the month from his place of business at 705 Third avenue, this city, have they obtained any trace of him. Their interest in Mr. Berk's movements is actuated by the very important fact that he neglected before leaving to make good for various debts incurred. One of the firms to whom Mr. Berk is indebted has engaged a New York law firm to prosecute him in the event of his apprehension.

It seems that most of the orders placed by the absent merchant were booked by salesmen during Mr. Berk's visit to the furniture factories in Grand Rapids, Mich., some time ago. One of the more cautious firms, victimized by him first applied to a prominent mercantile agency for his rating. The latter stated that he was rated at $55,000, and on the strength of this intelligence the goods were delivered. Most of the shipments reached 705 Third avenue, where Berk was temporarily located, the last week in August. A few days later the stock was sold to an auctioneer named Singer, and the latter very promptly disposed of it.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending September 25, 1906.

ANTWERP

104	packages	glassware.....B Gunthel
11	"	" .....A Berger & Co
9	"	" .....Bawo & Dotter
47	"	" .....J D Bergen Co
12	"	" .....L Straus & Sons
76	"	" .....J M Shaw & Co
72	"	" .....Miscellaneous Orders
19	"	chinaware.....J H Venon
4	"	" .....G F Bassett & Co
32	"	" .....Miscellaneous Orders
10	"	earthenware .....Geo Borgfeldt & Co
17	"	" .....Bawo & Dotter
38	"	" .....G F Bassett & Co
1	"	" .....Hamburger & Co
7	"	" .....E R Thieler
39	"	" .....Strobel & Wilken Co
11	"	" .....Miscellaneous Orders
99	"	toys.....L H Mace & Co
1	"	" .....R H Macy & Co
48	"	" .....Geo Borgfeldt & Co
14	"	" .....B Illfelder
22	"	" .....Samstag & Hilder Bros
23	"	" .....Amberg, Brill & Co
33	"	" .....Strobel & Wilken Co
42	"	" .....Miscellaneous Orders

SOUTHAMPTON

44	packages	chinaware.....Paroutaud & Watson
11	"	" .....Bawo & Dotter
5	"	" .....J H Venon
6	"	" .....Ceramic Importing Co
11	"	" .....C L Dwenger
41	"	" .....Wm Guerin & Co
11	"	" .....A G Moment
8	"	" .....Vogt & Dose
44	"	" .....Miscellaneous Orders

LIMOGES

120	packages	chinaware.....W L Briggs

HULL

28	packages	chinaware.....F P Abbot
71	"	" .....C Ahrenfeldt & Son
9	"	" .....J H Venon

HAMBURG

20	packages	glassware.....Brown Bros
7	"	" .....C Ahrenfeldt & Son
77	"	" .....F Bing & Co
21	"	" .....G F Bassett & Co
168	"	" .....Geo Borgfeldt & Co
2	"	" .....L D Bloch & Co
147	"	" .....F Euler & Co
53	"	" .....Fensterer & Ruhe
91	"	" .....O O Friedlander
528	"	" .....Kmy-Scheerer Co
9	"	" .....Knauth, Nachod & Kuhne
253	"	" .....W R Noe
9	"	" .....Julius Palme
1	"	" .....Samstag & Hilder Bros
61	"	" .....L Straus & Sons
4	"	" .....J Wygand & Co
296	"	" .....F W Woolworth
27	"	" .....N Wapler
15	"	" .....Bawo & Dotter
54	"	" .....Strobel & Wilken Co
300	"	" .....Miscellaneous Orders
88	"	chinaware.....The Julius Levy Co
128	"	earthenware .....Geo Borgfeldt & Co
21	"	" .....Chas Ahrenfeldt & Son
65	"	" .....G F Bassett & Co
4	"	" .....L D Bloch & Co
121	"	" .....Bawo & Dotter
2	"	" .....C L Dwenger
4	"	" .....Fensterer & Ruhe
18	"	" .....O Goetz
81	"	" .....Karl Hutter
7	"	" .....B Illfelder & Co
4	"	" .....Koscherak Bros
23	"	" .....Knauth, Nachod & Kuhne
1	"	" .....Julius Palme
4	"	" .....Samstag & Hilder Bros
63	"	" .....J Wygand & Co
21	"	" .....L Straus & Sons
20	"	" .....N Wapler
12	"	" .....Zeh & Co
4	"	" .....Hamburger & Co
1	"	" .....M Kirschberger
103	"	" .....Strobel & Wilken Co
291	"	" .....Miscellaneous Orders
49	"	toys.....Hamburger & Co
217	"	" .....B Illfelder & Co
26	"	" .....L H Mace & Co
4	"	" .....C B Rouss
138	"	" .....R F Downing & Co
2	"	" .....Samstag & Hilder Bros
1	"	" .....Bawo & Dotter
3	"	" .....Geo Borgfeldt & Co
167	"	" .....Strobel & Wilken Co
273	"	" .....Miscellaneous Orders
8	"	harmonicas.....Strobel & Wilken Co

BREMEN

15	packages	glassware.....L Straus & Sons
4	"	" .....Geo Borgfeldt & Co
2	"	" .....Knauth, Nachod & Kuhne
112	"	" .....Miscellaneous Orders
46	"	chinaware.....The Julius Levy Co
24	"	earthenware.....L Straus & Sons
13	"	" .....Hamburger & Co
55	"	" .....Knauth, Nachod & Kuhne
123	"	" .....Strobel & Wilken Co
31	"	" .....Miscellaneous Orders
107	"	toys.....Geo Borgfeldt & Co
111	"	" .....Hamburger & Co
9	"	" .....L H Mace & Co
39	"	" .....F A O Schwartz
22	"	" .....G W Travers
138	"	" .....Strobel & Wilken Co
210	"	.....Miscellaneous Orders

LIVERPOOL

12	packages	chinaware.....Bawo & Dotter
6	"	" .....Ceramic Importing Co
1	"	" .....Endemann & Churchill
221	"	" .....Haviland & Co
21	"	" .....Strobel & Wilken Co
6	"	" .....Miscellaneous Orders
2	"	glassware.....J Davison
35	"	" .....Strobel & Wilken Co
19	"	" .....Miscellaneous Orders
30	"	earthenware.....J Davison
5	"	" .....Bawo & Dotter
40	"	" .....Geo Borgfeldt & Co
28	"	" .....G F Bassett & Co
10	"	" .....J S Robertson
8	"	" .....The Rowland & Marsellus Co
4	"	" .....Ed Butler jr
5	"	" .....E Boote
11	"	" .....O Goetz
24	"	" .....Maddock & Miller
5	"	" .....Meakin & Ridgway
11	"	" .....L Straus & Sons
15	"	" .....R Slimmon & Co
22	"	" .....The Julius Levy Co
29	"	" .....Strobel & Wilken Co
59	"	" .....Miscellaneous Orders
52	"	toys.....Strobel & Wilken Co

ROTTERDAM

250	packages	earthenware.....Geo Borgfeldt & Co
122	"	" .....Bawo & Dotter
3	"	" .....L D Bloch & Co
4	"	" .....B Illfelder
10	"	" .....Samstag & Hilder Bros
14	"	" .....Miscellaneous Orders
4	"	glassware.....Geo Borgfeldt & Co
9	"	" .....Miscellaneous Orders
81	"	toys.....Samstag & Hilder Bros
4	"	" .....Bawo & Dotter
11	"	" .....Geo Borgfeldt & Co
10	"	" .....Hamburger & Co
208	"	" .....B Illfelder & Co
43	"	" .....R H Macy & Co
16	"	" .....A Steinhardt & Co
20	"	" .....F A O Schwartz
96	"	" .....Amberg, Brill & Co
21	"	" .....Strobel & Wilken Co
90	"	" .....Miscellaneous Orders

HAVRE

125	packages	chinaware.....Haviland & Co
84	"	" .....F P Abbot
28	"	" .....Endemann & Churchill
16	"	" .....Vogt & Dose
5	"	" .....Paroutaud & Watson
25	"	" .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

18	packages	earthenware.....Jones, McDuffee & Stratton Co
4	"	" .....C E Crowley
2	"	" .....Bigelow, Kennard & Co
2	"	" .....Reichner Bros
35	"	" .....American Express Co
5	"	" .....Geo Borgfeldt & Co
14	"	" .....Mitchell Woodbury Co
8	"	" .....Stoddard Haserich & Co
1	"	" .....Melvin & Badger
47	"	" .....Downing's American Dispatch
6	"	" .....Miscellaneous Orders

ANTWERP

46	packages	earthenware.....Jones, McDuffee & Stratton Co
141	"	" .....Geo Borgfeldt & Co
6	"	" .....Simon Bache & Co
12	"	" .....R F Downing & Co
6	"	" .....Strater & Co
69	"	" .....American Express Co

ROTTERDAM

20	packages	earthenware.....American Express Co
3	"	" .....L Wolf & Co
1	"	" .....Miscellaneous Orders

LONDON

5	packages	earthenware.....R F Downing & Co
11	"	" .....Miscellaneous Orders



IT has been pretty brisk in the District this week, but the animation has been confined principally to the stock houses and lamp agencies. Fims identified with other branches of the trade have not been doing nearly so well The observance of the Jewish holidays a part of last week and again this week has served to keep down the number of arrivals in town among the Jewish merchants.

In the Vienna china exhibit at Bawo & Dotter's are three sugar and cream sets that are exquisitely proportioned and finely decorated. These "decors" are true handpaintings that have for subjects the rose, clematis and apple blossom. The paintings are well executed and indicate a close attention to detail in drawing and coloring.

In order to provide the necessary space for the new goods that have begun to arrive, the Ceramic Importing Co. is selling its large and varied assortment of import samples. The latter include some excellent specimens in the way of French, Swedish, Norwegian and Finnish fancy pieces The jewelry and department store trade, as well as the most exclusive china houses, will find items to interest them in this collection Because of the spirit which has already characterized the sale of these samples, prospective purchasers are advised to make their selections as soon as possible.

The Consolidated Lamp and Glass Co. have just produced a safety inverted gas globe whereby the difficulties of falling incandescent sparks or broken parts of the mantle are obviated. In this new globe these falling broken parts cannot escape through the air-holes, which are set at an angle outside of the perpendicular, but lodge in a narrow point at the bottom of the globe made especially for this purpose, and where they will not cast a shadow of any consequence. Owing to the position of the air-holes, which are placed at the bottom of the sphere and directly under the mantle, it is claimed that better combustion and a steadier light are obtained. It is further believed that the shape of this globe will overcome the objections of insurance underwriters, as there is little or no danger of the carbon escaping. The globe has very beautiful lines, and is suitable for trimming the best chandeliers and bracket fixtures. A patent has been applied for

Chas. Streiff, New York representative of Wm. Guerin & Co., announces the arrival and display of new goods for spring importation. As is customary with this firm, they have eliminated from their line everything that was shown this spring, and have an entirely new line in shapes and decorations. Many novelties in the way of designs are shown, it having been their aim to get as far away from everything in the market as possible. They have disposed of all the import samples, so that their counters now contain only new goods. The line is strong in all the specialties which have made the name of Guerin famous, and buyers will find much to please them.

Haviland & Abbot Co. are showing a new pattern in dinner ware that is very distinctive, being a poppy decor in pink and white, rather large and in comparatively bold colorings. It is bright and cheery, and is bound to attract the attention of the trade.

Alex. H. Patterson, of the Phoenix Glass Co., who returned on Saturday from a six weeks' visit in Central New York, is showing at the warerooms of the Phoenix Glass Co a great curiosity from the San Francisco fire. A firm of electrical engineers who were burned out have sent here an eight-inch electrical bowl globe which went through the fire and came out so collapsed that the bottom touches the top and the sides adhere all around. And yet the glass is without a crack or chip of any kind. Mr. Patterson is going to have a case made for it for exhibition purposes.

W. R. Demorest has just received from the American China Co. a new line called Sheba art ware, which is distinguished by a tea-green body with sil-

ver ornamentations. Also the Tho-pe ware, which has a blue body with pate sur-pate after the style of Wedgwood They are both attractive, and above the average of this kind of work.

W. S. Pitcairn has started on his Western tour with the new Duchess line, which has met with such popular approval. He will also show two new decorations from Doulton's—the "Jackdaw of Rheims" and "Woodland Scenes."

Robert Slimmon & Co. call attention this week to a new shape just put out by the Upper Hanley Pottery Co It is an oval with very pretty lines shown in a well-defined pattern in flow green, Royal blue and in Crown Derby effects. The shape is called Imperial, and the pattern Nelson, after the famous British admiral. It will undoubtedly appeal to the women who buy crockery.

Now that the Fostoria Glass Co.'s sample line of lamps is complete, one is enabled to appreciate how extensive and diversified is this feature of the concern's product. The variety ranges all the way from the plainest glass stand lamps to the most opulent handpainted specimens. A comparatively recent departure for the Fostoria takes the form of shade lamps, which afford the artists at their factory an opportunity to exploit some refreshingly new and highly pleasing handpainted designs of the floral, conventional, Turkish and Art Nouveau types.

Three new patterns, styled the Ellesmere, Cecil and Litchfield, have just been introduced in connection with the "Royal" dinnerware shape from Furnivals, Ltd. They are presented in green, blue and electric, with gold edge and traced handles. Mr. Robertson's enthusiasm over these designs is thoroughly justified.

THE NUISANCE ABATED.

THOSE young men and boys who have for months been accustomed to "shoot craps" on the wooden pavement of Murray street, between Church and West Broadway, have been obliged to "beat it." Several plain-clothes men broke up the practice a few days ago by arresting three of the more aggressive manipulators of the dice. This intervention by the police was brought about through a petition circulated among the business houses on that particular thoroughfare. The paper was signed by every firm on the block, and forwarded to the captain of the precinct.

The unintentional baptism of three unsuspecting buyers with a tubful of water intended for the juvenile gamblers really precipitated the action of the police. The buyers in question, who manage the crockery departments of Banks Brothers in Lebanon, Middleton and Chambersburg, Pa., were passing Wm. R. Noe's establishment when the mishap occurred. A tub filled with water had been skilfully balanced on the ledge of one of Mr. Noe's upper windows awaiting a propitious moment for its descent upon the heads of the noisy, profane dice-throwers below. But, somehow or other, the signals were crossed. At any rate, the water started towards the pavement just as the three Pennylvania buyers sauntered along, and three nicely-pressed suits were drenched. Mr. Noe insisted upon paying for the rehabilitation of the raiment, and then successfnlly solicited the support of his neighbors in the effort to interest the police in the si uation.

WHO SAID FRUIT JARS WERE HIGH?

AT least two or three Western manufacturers of fruit jars are deeply interested in the bankruptcy proceedings against Davis, Williamson & Co., Kansas City, Mc., which were instituted last week They had, almost entirely on credit, put in a heavy stock of jars, and very promptly proceeded to offer them for sale at ridiculously low prices. There was a perfect stampede for the goods, and the immense stock was cleaned out in short order. Then Messrs. Davis and Williamson left Kansas City. Grocery and liquor wholesalers were also "stung."

BUSINESS BRIEFS.

Wm. Hughes & Co. have opened a crockery store in Minden, Neb.

T. B. Mason has purchased R. J. Bailey's china business in Bradshaw, Neb.

A cut glass factory has been opened in Wellsboro, N. Y., by J. Hoare & Co. This is in addition to their Corning establishment.

T. Frank Taylor, of Whitmore Lake, Mich., is disposing of his crockery stock preparatory to his retirement from business.

The Pioneer Cut Glass Co. is a new concern that has just opened a factory at Seventh and Mill streets, Carbondale, Pa L. Rosencrans is manager.

Hamilton Holt has been appointed receiver in bankruptcy for the assets of Geo E. Eldred, coppersmith, of West and Milton streets, Brooklyn, on application of the E T. Hungerford Brass and Copper Co , a creditor for $9,180.

The china and jewelry firm of I. G. Dillon & Son, Wheeling, W. Va., will hereafter be known as The Dillon Co. Chas. N. Hancher and A. A. Wheat provided the money necessary to pay off all creditors and take the concern out of bankruptcy. No change in the personal management of the business is to be made.



Pittsburg and Vicinity.

Increased activity is noted in the tableware factories, and everybody is busy. There is a good demand for wares which will come under the head of holiday goods, and those making decorated glass are rapidly accumulating orders. There is no question but that before Christmas the decorating shops will have more than they will know what to do with.

Molds for the new goods for next year are well under way, and there is a prospect that before long manufacturers will be able to show advance samples. If the tactics pursued for the last two years are carried out this year the jobbers will be enabled to order many of their goods in advance of the usual January exhibit. Should the manufacturers get their samples out before the first of December, as appears likely now, there will be little need of the annual exhibit. It would seem to an unprejudiced mind that either one practice or the other should be abandoned, or, as a compromise, the exhibition be held at some other time. It would hardly be practical to make an exhibit in December, as buyers have little time then to look at goods, and the large retailers and department store people, of course, would not think of leaving their houses to go to Pittsburgh before Christmas. This showing of samples so far in advance has created a problem which will have to be met. An article in this journal two or three years ago created a storm of criticism in some directions because it suggested that the exhibit be transferred to New York. We repeat that if the manufacturers persist in the practice of showing next year's goods as early as they have done a full exhibit in New York in the early spring might be made to advantage. It is certain that many buyers favor the idea. Those who want to go to the factories and would rather buy at the plants than in the agents' warerooms would not be precluded from doing so.

The bi-monthly meeting of the American Association of Flint and Lime Glass Manufacturers, which was adjourned from the 12th, was held in their rooms last week. There was a good attendance this time.

The United States Glass Co. are very busy. They have a big demand for all kinds of blown goods, particularly stemware. They are producing some very pretty etchings on wines and champagnes, the workmanship of which will satisfy the most fastidious taste.

The McKee-Jeannette Glass Works are still having a great run on the "Prescut" glass. The metal is clear and bright, and the shapes are good The design is excellent, and so well executed that the average customer comes very near thinking it is cut glass until he hears the price. The word "Prescut" is no misnomer.

The S. McKee Glass Co., Carson and South Thirteenth streets, have decided to withraw from business.

Another glass machine that is promising to be a valuable acquisition to bulb manufacturers has been patented at Toledo. The experiments with it are pronounced successful. It materially reduces the cost, and is said to have a capacity of 700 bulbs an hour.

Frank G. Bryce, of the United States Glass Co., sailed for London on the steamer Minnesota, leaving New York Saturday last.

Bellaire, O.

Another monthly dividend of one per cent was declared last week by the Imperial Glass Co. The concern is in an excellent condition and enjoying a splendid fall trade.

Wheeling and Vicinity

The glass factories in this section are all very busy, orders increasing as the season advances. The Haskins plant at Martin's Ferry, where electrical and gas goods are made, is running on full

time, and H. F. Webber, the new manager, has cut out a big winter's work. He has been making some alterations and repairs. and is now busily engaged in getting up some new patterns.

The Central Glass Works are running full and are as busy as they can be Their new lines this year have been an immense success, and Mr. Castle is happy, although overworked.

Moundsville, W. Va.

The Fostoria Glass Co are having a good run on their lamps, their patterns this year having met popular approval, and they are doing an immense business in fancy wares in glass, particularly in the higher grades of goods. The success of this factory is striking evidence that it pays to make high grade glass in attractive patterns.

Williamstown, W. Va.

Work begins shortly on the erection of the new plant here of the Fenton Art Glass Co , which is to be removed from Martin's Ferry, O. Frank Fenton, president of the concern, was in Williamstown a few days ago to view the site. He was accompanied by John McFedries, a stockholder, and both expressed the conviction that the change of location would prove beneficial to the firm's interests

Bridgeport, O.

A force of men is occupied at present in the repairing of furnace No 2 at the Crystal Glass Co.'s plant. This furnace has been idle since last spring, but will be put in operation as soon as the repairs are completed.

Martin's Ferry, O.

John Holbrook, who formerly managed the Haskins Glass Co , has discovered a process for the enameling of glassware, and if the proper backing is forthcoming will start a company to promote the scheme. The process was pretty thoroughly tested here recently and the result was said to be entirely satisfactory

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words) PAYABLE IN ADVANCE

HELP WANTED.

WANTED—Young men as salesmen in our crockery, china and cut glass departments, and also in our jewelry department Must be experienced and reliable, and accustomed to handling the highest grade of merchandise. Apply, with references, to Superintendent, LOVEMAN, JOSEPH & LOEB, Greatest Store South of the Ohio, Birmingham, Alabama.

HELP WANTED.

WANTED—Traveling salesman of ability for established china importing house. Good chance for man who is willing to work and can sell goods. Address Box 416, this office.

WANTED—A YOUNG MAN OF ENERGY AND ABILITY TO SUPERINTEND A LARGE WHOLESALE CHINA ESTABLISHMENT. MUST BE ABLE TO MANAGE THE OFFICE, SUPERVISE THE WAREROOM AND SALESMEN—IN FACT, BE CAPABLE OF MANAGING A LARGE BUSINESS A GOOD SALARY AND A FUTURE FOR THE RIGHT MAN. NONE BUT COMPETENT MEN NEED APPLY. ADDRESS BOX 415, THIS OFFICE.

SITUATIONS WANTED.

WANTED—By an experienced and successful salesman with a large acquaintance among buyers from the Atlantic to the Pacific, a position with first-class importing house in crockery and glass, or with a high grade domestic manufacturer. Address Box 413, this office.

BUSINESS OPPORTUNITIES.

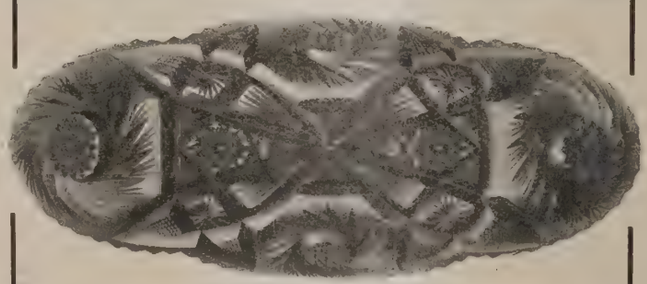
WANTED—Good lines of pottery and glass, on commission, by an experienced man with large following Office to show samples in crockery district New York city. Address Box 412, this office.

AN established agent, with first-class connections and doing a large business in New York and vicinity, is open for a line of pressed and blown glassware for said territory on a commission basis. Can furnish first-class references, and results assured. Address "SUCCESS," this office.

TO retail dealers in china and housefurnishing goods. Do you wish to retire or turn part of your stock into cash? I will buy your entire or surplus stock and pay the highest cash price of any man in the United States Write me, no matter where you are located, and my representative will call. All business strictly confidential. JAMES L. HAND, JR , 14 Maiden Lane, New York

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



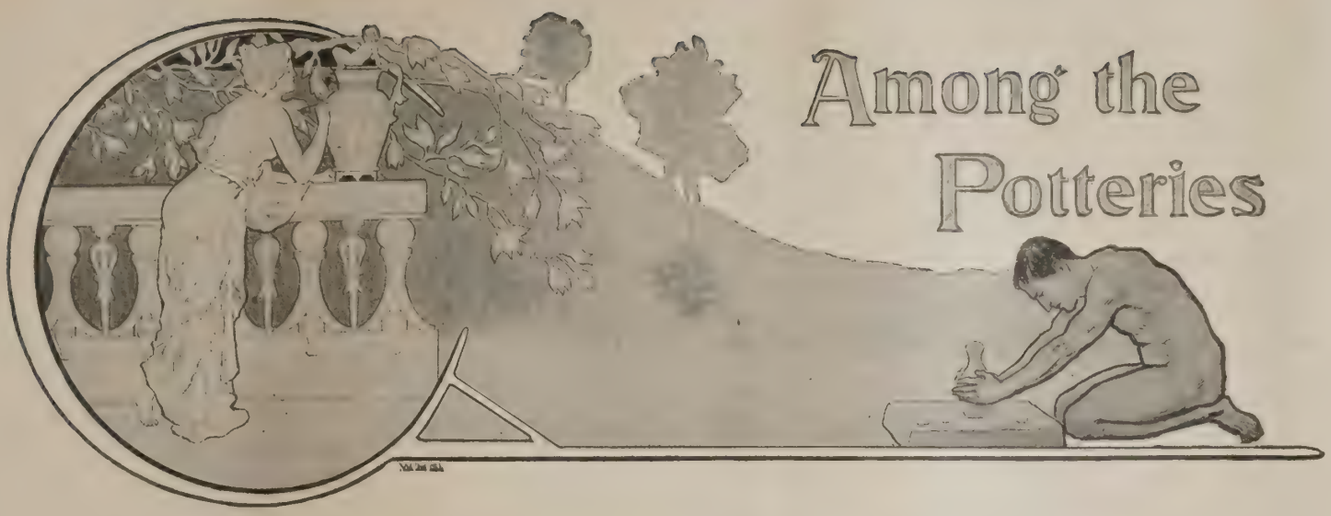
5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equalled. Absolutely the best quality, with low price.

H. C. Fry Glass Co.,

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.



East Liverpool and Vicinity.

It is most gratifying to note the activity and bustle in and about the factories. As the fall season advances the demand for goods increases. This year's product is showing more care in detail, better workmanship and a higher grade of goods than ever before. At the same time there is much carelessness shown in the decorating of the cheaper grades sold to the mail order and scheme houses. Perhaps these orders are necessary to keep the factory going in dull times; and until our manufacturers eliminate from their calculations the idea of bulk rather than quality there is little hope that there will be any improvement in the method of turning out these low-priced wares. Large quantities of seconds and thirds inevitably result from haste in manufacture, and some time the manufacturers will wake up to the fact that they are their own worst competitors, for these thirds are sold to Eastern decorators, who undersell them with their own goods in their own markets.

* *

Work is progressing rapidly on the big Newell plant, and if nothing unforseen occurs the pottery will be finished on time. It is a most imposing structure, and when complete will be a model of its kind It is now announced that ware will be made within a month. The mold makers have their warerooms filled with molds, and over 10,000 saggers have been prepared.

* *

The Potters' Co operative Co. are working full, with large orders from every section of the country. Their dinner lines are fully meeting the expectations of the trade, as is proved by the fact that those who have bought and received the goods are duplicating their orders. Their hotel ware is also in good request. Their decorations are particularly good, and the ware is coming out even better than the firm promised.

* *

The D. E. McNicol Pottery Co. are having a great run with their assortments The Pink and Ivory, and Pink, Ivory and Green seem to have struck the popular fancy, and the trade is buying them with avidity. The prices are really too low for such goods; but if the firm can stand it the buyers certainly can.

* *

F. A. Leonard, of the C. C. Thompson Pottery Co.'s traveling corps, departed a few days ago on his fall trip.

* *

Homer Laughlin was in the city a few days ago as the guest of B. C Simms He came here from his home in Los Angeles and left for New York.

* *

Jos. G. Lee is back at his desk after an Eastern trip with business as its primary object

Trenton.

A valuable addition to the collection in the Ceramic Museum connected with the School of Industrial Arts has been received from W. B. Ellis. The gift includes a bowl made at the City Pottery by Rhodes, Yates & Co , in 1861; a jug produced at Bromley's Pottery, Brighton, Cincinnati, in 1853, and a jug made by Mr Ellis himself in 1862 at the Millington & Astbury pottery. This jug is clothed in the first pattern ever turned out by the Millington & Astbury concern.

* *

Letters patent for a cylinder lining have been granted to Wm. H. Tams, of this city. The lining consists of porcelain bricks with which cylinders or tumbling barrels—used in potteries in the mixing of liquid preparations and the pulverizing of solids—are lined. The improvement claimed for Mr. Tams' patent lining is that the bricks follow the shape of the cylinder, whereas the present linings are made of bricks that are placed in a horizontal position In the Tams patent the bricks are so grooved that there is no danger of their falling from the lining of the cylinders.

* *

W. F. Wheeler, special representative of the Jamestown Exposition, which takes place next year in Norfolk, Va., has been here for several days endeavoring to enlist the support of local manufacturers of pottery and other commodities in the plan to arrange exhibits for that occasion. The potters are

hardly likely to give the matter very serious consideration.

* *

Three large orders for bathtubs have recently been received by the Trenton Potteries Co. for buildings here and abroad. The Hotel Kaiserhof, in Berlin, Germany, is to be equipped with three hundred of the tubs. Two hundred of them are also to be installed in the Sinton Hotel, in Cincinnati, O., and another contract of splendid proportions has been booked for the B. & O. office building in Baltimore, Md.

Syracuse, N. Y. Alderman Isaac C. Davis, representing E. B. Judson, president of the Onondaga Pottery Co., has presented a petition to Common Council asking for permission to run a branch from the Auburn road across private property and across West Fayette street, near School street, to the pottery. The pottery people have bought private land for the purpose of securing railroad facilities Alderman Davis explained to Council that the pottery was one of the big industries of the West End, that it employed about 600 persons, and that its payroll was about $250,000 a year.

Wheeling. The Warwick China Co. are crowded with orders and are having a great run on their fancy goods They are making some very taking shapes and designs in the lines of vases, punch bowls, steins and tankards, which have met with favor from buyers throughout the country, particularly in the West. Their open stock dinner wares have become standard, and the decorating shops are rushed to meet the demand.

* *

The Wheeling Potteries Co. are busy in all the different departments and are turning out a great many goods. They are having particularly good results from their art wares, which are in active demand now as holiday specialties.

Baltimore, Md. The proposition to maintain a really worthy exhibit of American pottery in the National Museum, Washington, D. C., has not been given up, despite the apparent lack of interest in the scheme. Frank R. Haynes, who is chairman of the committee having this matter in charge, reports that the plans of the committee will be announced in a few days.

Columbus, O. The receiver for the Bell Pottery Co., of which action mention was made in last week's issue, is Louis Curry, secretary-treasurer of the concern. It is declared that the assets of the company are in excess of its liabilities, but that creditors are threatening suits, and that if an attempt were made to levy on judgments the result might be such as to cripple the company beyond hope of any continuance of the business.

Irondale, O. Incorporation papers have been filed by the Irondale Art Pottery Co., with a capital of $5,000. The incorporators include R. R. Kommel, W. M. Higgins, John Cope, J. F. Mulheron, J. F. Gibson, C. C. Stear and A. R. Potts. The concern is to make vases, flowerpots, etc.

Marshalltown, Ia. It is believed that the plant of the Marshalltown Pottery Co., which has been idle for a couple of years, will soon be reopened. The entire property has been transferred to T. J. Fletcher, a local banker, subject to a trust deed of $30,000.

Crooksville, O. It is expected that the Acme plant will shut down altogether in a week or ten days. Report has it, though, that the moneyed men are buying out the small stockholders and that the plant will start up in full within a few weeks.

East Palestine, O. The Penn Pottery Co. has been organized with W. C. Chamberlain, W. C. Wallace, Adolph Mascher, Thos. Atchison and R. N. Chamberlain as stockholders. The company has a capital stock of $10,000 and will build a plant at East Palestine.

OBITUARY.

JAMES LE BOUTILLIER, the sole surviving member of the old firm of Le Boutillier Brothers, died in Washington last Thursday. Mr. Le Boutillier conducted and brought to success the Cincinnati branch of the firm. He retired from active business about fifteen years ago, and when he moved to Washington five years ago the Cincinnati branch was closed. He was born on the island of Guernsey ninety-two years ago. Charles Le Boutillier and his wife arrived from Europe on Saturday in time for the funeral.

Thos. L. Kerr, general manager of the Continuous Glass Press Co., died sudddenly on Wednesday, the 19th, at his home in Dunbar, Pa He was aged fifty-five years and is survived by one son, Erwin S Kerr, who is superintendent of the company.

Heart trouble, from which he had suffered for some time, caused the death of Henry Robinson in Akron, O., several days ago. Mr. Robinson, who was sixty-two years old, was a pioneer manufacturer in this country of yellow and rockingham ware. He was the youngest member of the firm of Whitmore,

TO THE JOBBER!

If interested in Decorated Jobbing Packages send for illustrations of

12 Dozen 10-cent No. 2349 B Assortment.

12 Dozen 10-cent No. 3778 Pink and Ivory Assortment.

6 Dozen 25-cent No. 3481 Pink and Ivory / Green and " } Assortment.

You will find them winners and money-makers.

The D. E. McNicol Pottery Co., East Liverpool, O.

Boston Agents: Chase & Francis, 122 Pearl St

New York Agents: E. Bergman & Son, 25 West Broadway.

The POTTERS' CO-OPERATIVE CO.

Dinner line is the most artistic, largest, and the strongest ever
Run by us, and we are positive it will meet your
Expectations. Our big line of
Specialties contains some of the bargains of the
Day. Also the best and most complete line of Toilet
Ever shown. Our Hotel China has
Never been equalled. Have you seen our lines?

DROP US A CARD.

The POTTERS' CO-OPERATIVE CO., East Liverpool, O.

Robinson & Co., established in 1856 to make rock, yellow and stoneware in Akron. He retained his connection with that firm long after the other four members of the company had died Mr. Robinson leaves a widow, son and daughter.

John D Koch died last Thursday morning at his home in Baltimore, Md., after a lingering illness. He was aged seventy-six years. Mr. Koch was born in Germany and came to this country about forty five years ago. Some years later he engaged in the china and glassware business, which is now conducted by his sons. A widow, one daughter and two sons survive him.

A NEW POTTERY IN JERSEY.

NEW BRUNSWICK, N. J., Sept. 26—W. K. Lyons has sold to a syndicate of New York people interested in the pottery industry a portion of the Allen tract, in North Brunswick township, with 300 feet of frontage on the Raritan River Railroad, as a site for a pottery for the manufacture of china and C. C. ware. The site covers six and three-quarters acres. A deposit has been paid, and contracts have been signed, but the identity of the purchasers is not to be made known until the title has passed. The promoters have awarded a contract for the erection of four kilns, on which work is to begin as soon as the details of the sale have been closed

Our French lines contain many interesting and new features, stylish shapes and decorations.

Ceramic Importing Co.

37-39 Murray St., New York,

SOLE AGENTS FOR

Comte d'Artois,
LIMOGES, FRANCE.
Decorated French China.

Paroutaud Freres,
LIMOGES, FRANCE.
White China for Amateur Decorating.

Porsgrund Porselaensfabrik,
PORSGRUND, NORWAY.
Art Goods "Old Norway."

Rorstrands Aktiebolag,
STOCKHOLM, SWEDEN.
Tableware of quality.

It will be worth your while to look up our line of Bone China made by the celebrated *Rorstrands*, factory established in 1783, the largest and best equipped factory in Sweden.

James Douglass,

24 Park Place, New York,

SOLE AGENT IN THE UNITED STATES AND CANADA.

FACTORIES

Clementson Bros.,
HANLEY.

Pearson & Co.,
STOURBRIDGE.

Aynsley's China,
LONGTON.

Bretby Art Pottery Co.,
WOODVILLE.

IMPORT SAMPLES NOW COMPLETE AND INSPECTION SOLICITED.

"Prescut" Glass.



BRIGHT, CLEAR GLASS.

GRACEFUL SHAPES.

BEAUTIFUL DESIGNS.

IN addition to "Prescut" we make a full line of Bar Goods, Light Pressed Stemware, Pressed One-Piece Lamps, Blown Lamps, plain and decorated, and General Tableware.

BRANCH OFFICES IN ALL LARGE CITIES.

When buying Tableware, look for the mark of quality, "Prescut."

McKEE-JEANNETTE GLASS WORKS,
JEANNETTE, PA.



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects. This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glasa.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St.
Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block.
St. Louis, 617 Granite Building, 4th and Market Sts.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 18 Sutter St.

New Lines of Dinner Ware and Staple China for Spring Importation.

Special Attention is called to our Import Line of

CHINA. **EASTER NOVELTIES** PAPIER MACHE.

SAMPLE LINES OF CHINA, DOLLS AND TOYS ON SALE.

HAMBURGER & CO.,

28-30 West 4th St.,
New York.

THE NEW COLOR HOUSE.

L. Reusche & Co.,

71-73 Park Place.
New York.

Our Mr. Louis Reusche has been identified with pottery and glass manufacture for twenty-eight years.

Colors and Materials for Pottery, China and Glass Decoration, Enameled Ware, etc.

Sole Agents for JAMES HANCOCK & SON,
Diglis Ceramic Art Color Works, Worcester, England.

Sole Agents for JOHN LAMB'S
Potters' Printing Paper in sheets and rolls.

ELARCOITE (a substitute for Oxide of Tin). Write for sample and prices.



IT IS WORTH WHILE

to wait for a good thing. The latest and best samples of POUYAT CHINA are on the way at this writing, and our representatives will place them before you at an early date. You will agree with us that they are worth waiting for.

PAROUTAUD & WATSON,

Sole Agents in America.

37-39 Murray St , New York.

Please Your Customer

NEW LINES NOW READY.

Very Easy With the Dealers Who Handle

WELLER Pottery WARE

SAMPLES AT OUR SALESROOM

BOSTON, 146 Franklin Street. | NEW YORK, 57 Park Place. | CHICAGO, Glass & Crockery Exchange 186-188 Fifth Ave.

Factories and Main Office: ZANESVILLE, OHIO.

FENSTERER & RUHE,

Importers Glass and Chinaware,

NEW YORK, = = = 47 MURRAY STREET.

BLANKS FOR CUTTING.

G. Fensterer, Berlin.
W. H. Warrington, Toronto, 18 E Front.

Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line will be ready for inspection

OCTOBER 15th.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.



Asst. No. 3607C. 9 pieces. Retail at $1.25 set.

THE "LONGWORTH" Fruit or Berry Set

If the President's popular daughter suggested the composition of these sets it is no more than might be expected of that clever young woman. The addition of the Sugar Sifter and Cream Jug to the ordinary Berry Set is such a good idea one wonders it hadn't been thought of before. Of course you must have some—and have them now while they are bound to attract widespread attention The first installment have splendid rose spray decorations with stencil designs in gold at edge Nice thin German china. If you wish some out of this shipment, order right away.

Bawo - and - Dotter

26 to 34 Barclay Street, - New York



Asst. No. 3608C. Three Chocolate Pots for $4.50 net.

BAVARIAN CHINA Chocolate Pots

Are you acquainted with the beauties of our famous Bavarian china? Of all the moderate priced wares it is unqualifiedly the best. The china is superb in quality—very thin and of beautiful texture. The shapes are graceful and uncommon The decorations original and striking in character — mostly semi-hand-painted, part transfer and part handwork. Takes an expert to distinguish. We present three styles of Chocolate Pots, all different in subject and color scheme. Will retail quickly at three to four dollars each.

Bawo - and - Dotter

26 to 34 Barclay Street, - New York

Supplement Your Import Arrivals From Our Stock.

WE have good supplies ready for immediate delivery in German Fancy Goods, Dinnerware in FRENCH, GERMAN, AUSTRIAN and ENGLISH makes, BASSETT CHINA and ENGLISH STOCK PATTERNS. An inspection of our LINES will prove advantageous to you.

Geo. F. Bassett & Co.,

49 Barclay Street and 52-54 Park Place,

NEW YORK.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street, New York City.

WE are showing a full line of J. H Weatherby & Sons' underglaze prints, printed and gold, illuminated, enameled and gold, and transfers, with gold tracery, on the "EMPIRE" SHAPE. This is one of the most practical shapes ever put on the market, and is shown in a great variety of patterns at very moderate prices. Everyone who has handled Weatherby's wares knows they are the most durable goods made in the Staffordshire potteries. Every progressive dealer should have them.

A. J. Wilkinson, Ltd. Bourne & Leigh. Upper Hanley Pottery Co. J. H. Weatherby & Sons.
R. Sudlow & Sons, Teapots.

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Importer of China, Earthenware and Glass,

46 West Broadway, New York.

Cauldon China and Earthenware.
Boote's Vitrified Hotel Ware.
Bishop & Stonier Dinner Ware.
Gibson & Sons' Teapots.
John Walsh Walsh Glass.

W. H. GRINDLEY & CO.

have the honor to announce the production of

"The Duchess,"

a most noble and suitable companion to the "WHITE MARQUIS."

Full particulars on application.

W. S. PITCAIRN,

44 Murray St., New York.

Remember!

THAT we carry twenty OPEN STOCK DINNER WARE patterns in New York always ready for immediate delivery. We know there will be a demand for stock goods this fall, and we have prepared to supply the wants of all dealers who will need fine wares.

We shall be glad to send colored illustrations of our Dinner Ware patterns to any who may request them.

In addition to our French China lines we call attention to our Bohemian Table Glassware, both plain and engraved, from stock or import.

We have also many novelties in our new import lines of French China Dinner Ware for Spring delivery.

Special attention is called to our large and varied stock of White China for Decorators. Catalogue and price list sent on request.

ENDEMANN & CHURCHILL,

50 Murray St., New York.

SOLE AGENTS FOR

L. BERNARDAUD & CO.,

Limoges, France.

CROCKERY AND GLASS JOURNAL

NEW YORK, OCT. 4, 1906.

THE CONDITION OF BUSINESS.

New York.

In spite of the arrival of imports, the demand for goods from stock continues. This fact serves to substantiate in a measure our earlier contention that entirely too much caution was being exercised by many merchants in their buying preparations for the fall and winter seasons. There was apparently no reason why anything save a brisk, snappy trade should have been looked for after the close of the summer period. Yet, in the face of the most encouraging evidences of this kind, conservatism was a conspicuous feature of the purchases. The manner in which the stock houses are being besieged with solicitations proves this conclusively. Everybody now seems to be in a hurry for deliveries, and several establishments here have been "burning the midnight oil" for three or four weeks in a frantic endeavor to satisfy their patrons.

From the road salesmen encouraging results are being received. Many buyers who have in previous years been accustomed to visit New York at this time have postponed their trips and placed their orders, instead, with the traveling representatives. This has been responsible for the largest mail business that several houses have ever received via their road salesmen. The postponement of the New York visits of a large proportion of the buyers in question has been occasioned solely by the fact that the briskness of their own business prohibits their leaving home.

In line with this optimistic summary of trade is the report concerning wages, hours of labor, etc, recently issued by the State Department of Labor. Its tone merely serves to reiterate our previous and present assertions that it is the most prosperous year in the history of the country. The report shows that while more favorable conditions of employment prevailed in 1905 than ever before, the results during the first six months of 1906 were even better. Returns from associations of workmen embracing a membership of 92,000 wage-earners in eighty-five trades and occupations show that the average monthly number of idle workmen was only 104 per 1,000 in the first half of 1906, compared with 151 a year ago. At the end of June only 63 per 1,000 were idle this year, as against 91 last year and 137 in 1904.

Another positive indication of the healthfulness of things in general may be found by a study of the building boom. Not only in New York city, but in the other large cities as well, the record figures of 1905 have been far surpassed this year. In April, May and June the municipal authorities of New York city issued 8,647 permits for new buildings and alterations, to cost $80,940,343, as compared with 8,159 permits issued in the corresponding quarter of last year for buildings to cost $78,417,896. In Buffalo the estimated cost of projected buildings was $3,742,510, as against $2,370,237 in the second quarter of 1905; in Rochester $1,924,210 as compared with $1,846,125, and in Syracuse $1,081,310 as compared with $669,263.

These statistics concerning wages and the progress of building, when considered in connection with the unprecedented yield of corn, wheat and other crops, must convince even the most pessimistic that we are in the embrace of the most remarkable year in the nation's history. All classes of merchandise must necessarily experience some benefit as a result of this state of affairs, and why not crockery, glassware and kindred lines as well as others ?

Trenton. Shipments from this quarter have been quite seriously retarded because of the Inter-State Fair last week. Operatives at most of the potteries remained away from duty on Thursday, and many others failed to report on various other days during the fair's progress. This made manufacture very irregular and uncertain, with the result that deliveries are likely to be considerably behind time in many instances. From now until Thanksgiving Day there is no prospect of another interruption.

Trade keeps up in good shape. It is considerably better than last year in some particulars, especially in so far as high-priced lines are concerned. Many more hand-painted specialties and toilets are being disposed of than last season, and the standard of dinnerware in demand is also higher.

There is seasonable activity in decorated lamps and also gas and electric portables. Probably the largest cut glass deal ever closed by a local concern is a recent development that denotes the healthy state of business here.

Pittsburg and Vicinity. Every factory in and about Pittsburg is busy. There is a great demand for what may be termed fancy goods, blown and stemware and specialties, but table sets still move slowly. Business coming from the West is increasing, but some complaints are heard from New York and the East. The falling off in trade from the metropolis is only temporary, however, and it is believed that within a few days business will revive.

East Liverpool and Vicinity. Business continues excellent in most of the potteries, although there was a noticeable falling off of orders from New York last week, and the manufacturers here will be glad that the Jewish holidays are over Favors from the West are very large, the dealers there already feeling the effects of bountiful crops. The outlook is more than favorable for regular trade, and a big holiday business is assured.

It will not be long before the manufacturers of scheme goods will be on the look-out for contracts for next year, and there is some anxiety as to what will be the outcome. The crusade against gift enterprises may have some effect. If the New York State law on premiums is strictly enforced it will cut out a large quantity of American pottery. The effect on potteries which have made a specialty of this kind of ware will be rather bad for a time, as they have looked to business of this sort to fill in with But we have no doubt that other means of outlet will soon be discovered, for you cannot keep the American potter down.

Wheeling and Vicinity. The potteries here are crowded to the doors with orders. While the demand for staples continues, there is an increased activity in fancy goods. In point of fact, the decorating departments are working to their limit, and if a bountiful supply of good decorators could be had they would be welcome.

The glass trade is flourishing and all the plants are running full Some of the factories, we are told, have enough orders for specialties to carry them through, but would like more for staples.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Sept. 15,'06	Corresponding period 1905	Exports Jan. 1 to Sept. 15 '06	Corresponding period 1905
Boston	69	114	5176	4284
New York	171	40	4570	4861
Baltimore	238	227	10 11	8759
Philadelphia	14	44	894	695
New Orleans	2	....	30 3	2729
Newport News....	5	3	1026	670
San Francisco.....	...	2	1251	740
Portland (Me.) ..	69	5	692	389
Galveston.....	88	7	1081	684
Portland (Or.).	17	4	705	401
Inland Points.....	247	115	8875	10390
Total ..	920	661	37904	34552

From the Freight and Shipping Circular of John Edwards & Co , Liverpool

TO	Shipments week end g Sept. 15,'06	Corresponding period 1905	Exports Jan. 1 to Sept 15,'06	Corresponding period 1905
New York.....	171	80	4611	4946
Boston	66	114	5246	4093
Philadelphia.... .	14	53	854	714
Baltimore ...	238	227	10761	8997
San Francisco....	....	2	1221	740
New Orleans	2	..	3219	2663
Portland (Me.)...	69	5	592	196
Galveston	88	7	1058	670
Newport News....	5	3	911	739
Portland (Or.)....	17	4	756	401
Inland Points.....	247	121	9582	10018
Total...	917	616	38841	34176

BUSINESS BRIEFS.

J. B. Rhine has sold his crockery store in Villisca, Ia., to F. E. Lewis.

A crockery department has been opened in the White Bargain Store, Burlington, Vt.

The Alcotite Lamp Co., Kittery, Me., with a capital of $10,000, has been incorporated.

A charter has been issued to the Beaver Falls, Pa., Art Tile Co., capitalized at $47,500.

The Royal Cut Glass Co., Brooklyn, N. Y., has been incorporated with a capital of $5,000

The Buffalo Metal Goods Co., Buffalo, N. Y., has been incorporated with a capital of $10,000.

The Perfected Self-Lighting Mantle Co., New York, has been incorporated with a capital of $50,000.

A charter has been issued to the A. H. Ackerman Crockery Co, of Oakland, Cal, with $25,000 capital.

The Excelsior Gas and Electric Fixture Co., manufacturers, Yonkers, N Y., has been incorporated. Capital, $5,000.

To manufacture gas lamps, etc., the Reflecting Gas Light Co., New York city, has been incorporated with a capital of $2,000.

Damage amounting to $1,000 was recently caused by fire in the china store of L. Besjer, 168 E. Ninety-eighth street, this city.

To manufacture brass and metal novelties, the Metal Novelty Co, Brooklyn, N. Y., has been incorporated. Capital, $5,000.

It is announced that Hayes Bros, makers of glass novelties, are to remove their plant from Marion, Ind., to Mt. Vernon, Ind.

Operations begin about the middle of October in the new plant of the Solar Glass Co., Owensboro, Ky. Lamp chimneys and lantern globes are to be made.

Articles of incorporation have been filed by the Western Glass Co., of Seattle, Wash., which is to manufacture glassware, bottles, etc Capital, $100,000.

A quantity of china and earthenware stored in the lower part of Old Fort Garry Park grand stand, Winnipeg, Man., used as a storehouse by the Hudson Bay Co., was destroyed by fire recently. Loss, $11,000.

The American Gas Fixture Company, this city, has been incorporated to manufacture gas burners and gas and electric fixtures The capital is $500,000. The directors are James Bauch, Harry Getsinger and M. H. Gibbons.

The application for a discharge from bankruptcy of Thos. G. Madoc, a crockery merchant in Utica, N. Y., has been objected to by the merchandise creditors, who claim that he secured goods from them upon false and fictitious statements.

The Continental Art Glass and Brass Co. has been incorporated under New York State laws to manufacture art glass and art brass domes. Capital, $20,000. This is the concern in which J. B Bruenn, Jacob Hartman and L. S Bruenn are interested.

The Ornamental Bronze and Plate Co has been incorporated under New York State laws to manufacture bronze lamps, lamp shades, etc. Capital, $50,000. The incorporators are A H. Stephens, Bellevilie, N. J ; G. C. Hatch, Kingston; N. B Hatch, New York city.

An execution has been secured in favor of Henry W. Stevenson against the Flash Self-Lighting Mantle Co., 1315 Third avenue, this city, incorporated under Maine laws in June, 1905, with a capital of $500,000. Frederick W. Mayer, Cleveland, O, is president, and Ferdinand C. Von Heydebrand, this city, is vice-president and treasurer.

BENNETT CO.'S FIREBUG ARRESTED.

DISCOVERY has at last been made of the party responsible for the three fires that have visited the Edwin Bennett Pottery Co.'s plant, Baltimore, Md., since 1902. He is Wm H. Haase, aged twenty-eight years, who had been employed as a decorator by the concern Haase, who is now in jail awaiting trial on the complaint of Henry Brunt, secretary and manager of the company, offers a unique explanation for his acts. He says that after each fire the firm was obliged to replenish its stock, and this created more and better work for himself and the other decorators. The desire to enjoy this increase in wages alone, he declares, encouraged his firebug tendencies.

The directing of suspicion towards Haase came about in a peculiar way. After the third fire on September 7 last an insurance firm received a postal-card, signed "Citizen," containing a roughly-printed suggestion that the Bennett firm be compelled to engage a new watchman who "keeps his eyes open" Detectives accepted work in the pottery and for weeks closely observed the writing and printing of the regular employees. Finally, some words written by Haase were found to possess characteristics that corresponded with those in the anonymous note received by the insurance company. The decorator was accordingly arrested, and, under the pressure of severe questioning, confessed.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

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All Foreign countries in the postal union..... 4.50
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.
Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 4, 1906.

ACCEPTING RETURNED GOODS.

IN view of the solicitude of retail merchants regarding their common welfare in other respects, it is curious that they do not combine in some manner or other to protect themselves against the growing practice among shoppers of returning goods. If these redemptions of merchandise for either cash or credit were always honest and legitimate, there would be no occasion for a change in the prevailing policy of most of the retail houses. But, unfortunately, the return of goods in very many instances is prompted by a dishonest motive. Many thousands of dollars are annually lost by the retail concerns throughout the country through this practice

The principal cause of the hesitation of the merchants in this matter is their fear that the institution of more stringent measures might result in the loss of the patronage of really desirable customers. They argue that it is better to be victimized a dozen times over than to sacrifice the permanent loss of one genuine friend of the house who for thoroughly honest reasons may desire to return or exchange goods previously purchased Because of this inclination to preserve the friendship of their patrons, many dealers are disposed to be unwisely liberal in their acceptance of returned merchandise.

The reasons vouchsafed by Her Ladyship for this return of goods are quite as varied and unique as are her shopping characteristics Sometimes she explains that after her purchase she had discovered the same article offered for sale at a lower price in another store. Then again she very often attributes her return of the article to the alleged dissatisfaction of her family with it. Or, again, she is just as likely to accuse herself of a change of mind in the matter, and a consequent desire to either buy something else or have refunded the money that she had paid for it. These are not her only excuses, by any means, and each is so convincing that merchants feel themselves incapable of determining between truth and fiction.

It is remarkable how closely the shopping element keeps itself posted on goods and prices in the retail stores. Keen observance of the newspaper "ads" and an equally critical survey of the stocks in various establishments so thoroughly acquaint them with the details of merchandising that they are pretty hard to deceive. The dishonestly-inclined ones, of course, seek to make capital out of this knowledge, and in no manner are they enabled to reap such benefits as through this lax return-of-goods system.

Should they, for illustration, find a cut glass vase in one establishment that sells for forty or fifty cents higher in another store, they make the purchase and unblushingly present it for redemption in the latter department. Usually the article is accepted without a protest. It is different under such conditions to prove that the piece was purchased elsewhere, and, anyhow, the fact is seldom questioned.

To demonstrate the extent of this particular method of "doing" the stores the experience of the manager of a Brooklyn department might be cited. He purchased one hundred eight-inch cut glass bowls, and noted in the sales books that they were selling with fair activity. Yet, a couple of weeks later he chanced to count the pieces and found 105 of them, or five more than he had originally bought. Some crafty shoppers, of course, had bought the same article in another store and had it redeemed for a greater cash consideration than had been represented in their purchase.

It is easy to understand, however, how precarious might become the position of a store that would refuse to accept goods from everyone. There are instances, of course, wherein a lady might buy an article and upon returning home find that it did not meet requirements. The refusal of the house to exchange this piece of merchandise would undoubtedly arouse her ire.

The heads of retail houses and the managers of their manifold departments are anxious to avoid the displeasing of good customers in this manner, and for that reason, particularly, they have continued to accept the imposition of dishonest patrons with almost stoical indifference. There must be some method whereby the practice might, at least, be minimized It would require concerted action, of course; but the suggestion is worthy of serious deliberation.

IF you don't like your job, get out and let someone else have a chance at it. That's giving both yourself and your employer a square deal.

PROGRESSIVE JAPAN.

THE pottery trade has a problem to face in the fast-growing importations of Japanese wares. The skill of the little brown men, combined with their ability to live on a small wage, is a menace to the potters of all other countries. They can imitate anything, and the most recent samples just brought out by Carlowitz & Co. show that they are getting their white ware so near in color to the French, English and German chinas that the peculiar tone which always proclaimed it "Japanese" is nearly eliminated. In fact, with decorations copied from European designs on matted surfaces it takes an expert to detect the difference. The most serious innovation, however, is the copying of encrusted gold designs in two colors. Plates in this treatment are offered by the dozen at a less price than a single plate is sold for in English china. There is a difference in quality, of course; but the average buyer does not see it, and gets a plate which to all intents and purposes satisfies her wants. The immense increase in the importations of Japanese wares shows how rapidly the public is buying.

PERSONAL.

WHEN W. C. Evans resigned fifteen years ago as superintendent of the decorating department of the Steubenville, O., Pottery Co., at a salary of $1,200 a year, to enter the ministry for an annual stipend of $400, his friends seriously questioned his judgment. But his wisdom has been vindicated by the announcement that he, now the Rev. Dr. Evans, has been appointed presiding elder of the Oakland, Cal , district M. E. church to have charge of the reorganizing of the M. E. churches in San Francisco and the conserving of Methodist interests in the devastated city. Three years after entering the ministry Dr. Evans was appointed to look after the publishing and other interests of the M E. church in Mexico. Next he was assigned to the Stockton and San Jose, Cal., churches, and two years ago to the Topeka, Kas , church.

Chas. A. Pomeroy returned recently from Europe, having spent about three months on a sightseeing tour of France, Holland, Belgium and England. Mr. Pomeroy is at present conducting negotiations with a view to re-establishing himself in the lamp business.

Among our office callers last week was Senator Scott, of Wheeling, W. Va , president of the Central Glass Works . . The Senator, who is a rare visitor in the District, spent an hour calling on old friends, and asked that the CROCKERY JOURNAL say to the trade that he is still of them, though not with them, and extends his kindest regards to them all. He is looking remarkably well, and retains his old gift of story-telling.

Thos. F. Magrath is at the Parker House in Boston, Mass., this week with F. W. Jenkins & Co.'s line From Boston he proceeds to the West, with Denver as his most distant objective point.

Fred M. Hemerstrum has resumed the management of the Trenton, N. J., Rubber Co.'s plant after an absence of several months. Mr. Hemerstrum, who before his connection with the rubber industry was manager of the Simmons Co.'s lamp department in St. Louis, had long been a sufferer from stomach trouble. An operation and a period of outdoor life were recommended by specialists, and he lived on a ranch in Arizona for three months. He has now returned home in splendid health.

Paul Durand, who for thirty-two years has been with the Baccarat Glass Co., the last twelve of which have been in New York, has severed his connection with that concern. A Gredelue arrived from Paris Sept. 22 to take charge Mr. Durand will make his home in Los Angeles, Cal., henceforth.

A. W. Ottenheimer and John A. Sauer have joined hands commercially and established themselves in the crockery business in San Francisco, Cal. Mr. Sauer was formerly connected with the Sternheim Crockery and Glassware Co. in that city.

"Joe" Blum, with the Japanese Fan Co., has had to add to his territory, owing to the illness of Harry Rosenstein, and is now in the West covering the latter's route It has been some time since he has been in that section, and his friends will be glad to see him.

Louis Bergman has been having his troubles. After spending the summer at Summit, N. J., he decided to move to the city last Thursday, and engaged vans to bring his furniture. All was packed by eight o'clock in the morning—the gas turned off, water cut out, and everything ready for removal. Hours passed, and then the moving man appeared with the information that he had broken down, and it would be afternoon before he could get to the house. As a matter of fact, the last load did not leave until Saturday morning. Now, Louis has a bulldog which he prizes very highly. No hotel would admit the animal, and the family had to camp on the bare floors for the night. In the morning he had to ride in the baggage car with the dog, and on arriving in New York was obliged to take an electric cab because of the heartless objection to canines by ordinary means of transportation. When within a mile of his new domicile the cab broke down It took an hour and a quarter to get another vehicle, and mean-

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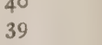
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while his wife had reached the house and fonnd the door locked, for Louis had the key When he did get there the furniture had not arrived. He had two engagements with buyers at the store, and these arrived to find the place closed, his father having gone to Trenton. It only needed the rain to complete his misery. By noon Saturday, however, things began to straighten out, and as Mrs. Bergman says troubles always come in threes, she is waiting for the next breakdown.

⚜

W. D. Gilmore has taken charge of the crockery, glass, housefurnishing and toy departments of Hale Bros , San Francisco. He succeeds J. J. Jacklin, who is now in busiuess for himself in that city. Mr. Gilmore was formerly general manager for Geo. H. Wheelock & Co., in South Bend, Ind.

⚜

Geo. E. Cleveland, who attracted considerable attention about a year ago as the promoter of the Pearl Glass Co., Clarion, Pa , has accepted a position with the Greenfield, Ind., Fruit Jar and Bottle Co. The Clarion plant, which was to have been operated for the manufacture of blown and pressed glassware, is still idle

⚜

Osuke Hibi, the head of a large department store in Tokio, Japan, has been in New York for some time making a study of the methods employed here in the management of department stores. He plans to introduce many of the ideas into his own establishment when he returns to Japan. He says the American department store system completely overshadows that of London, Paris, Berlin and other European cities that he has visited for information.

⚜

A. W. Boggs, of the Evansville Glass Co., was operated on for appendicitis at the Struter Hospital, Chicago, last Friday. He passed through the operation well, and at the present writing is improving nicely.

⚜

E. L. Gerard writes that he is interested in a firm that is arranging to carry crockery and glassware, together with other kinds of merchandise, in a store that is to be opened shortly in Grenada, Miss. Catalogues are desired, and these with other correspondence may be addressed to Mr. Gerard in care of P. O. Box 204, Grenada, Miss.

⚜

N. L Clark, formerly president of Hamilton & Clark Co., Pittsburg, was a New York visitor this week Mr. Clark has not made connection with any other house, rumors to the contrary notwithstanding. He has some projects in view, but is not prepared to make his plans known.

⚜

Henry Meyer left on Tuesday evening for a Western tour with samples from Jas. Douglass, the English importer. He firsts visits Philadelphia, Baltimore and Washington, and then heads direct for the West.

⚜

Mrs. Moore no longer buys bric-a brac and cut glass for the Daniels & Fisher Stores Co., Denver, Col. This work has been added to the duties of A. F. Pohlmann, manager of the china department.

⚜

Maurice Block, manager of the Anglo-American Crockery and Glassware Co., San Francisco, Cal., arrived in New York Wednesday for a stay of only five days.

⚜

Frank C. Boyland has succeeded J. B. Sheridan as manager of the Edw. Malley Co.'s china and housefurnishing department in New Haven, Conn. Mr. Boyland was formerly associated with Hess Bros., of Allentown, Pa.

⚜

M. Benford is back in New York at the conclusion of a six weeks' ramble through the West with samples from the H C. Fry Glass Co. and Empire Cut Glass Co.

⚜

Among our office callers this week was Homer Laughlin, founder of the Homer Laughlin China Co. Mr. Laughlin has not been practically engaged in the pottery business for some time, having large interests in Los Angeles, Cal. He is a great traveler, and has recently returned from China and Japan. He left an evidence of his visit to these far-away countries at this office in the shape of a handsome cane, the handle of which was made in Japan, while the stick itself came from China.

⚜

W. P. Graham, of W. P. Graham & Co., is in Europe on a visit to the china and glass factories that his firm represents in this market. He will remain abroad several weeks.

⚜

A. B. Anderson, with Fondeville & Van Iderstine, returned a few days ago from a four weeks' order-booking mission through the East.

⚜

When Geo. F. Mackey returned to the District last Tuesday, after a Western pilgrimage in the spring import interests of Chas. Ahrenfeldt & Son, his friends observed that his reservoir of knowledge was topped by a "lid" of the soft felt variety. Never having presented himself in anything save a derby, the change naturally occasioned much curiosity. After smilingly accepting the raillery of his acquaintances for a time, Mr. Mackey concluded to issue an explanatory statement. Here it is:

"The felt style of headgear is susceptible to various and numerous shapings," said he. "Because of that fact I found it highly desirable as a method of disguise in many cities that I visited. Should a buyer feel disinclined to interest himself in my line on the first visit, it was necessary only for me to leave

the place, hastily convert my fedora into a slouch or sailor style and return. The deception was complete. It saves the expense and trouble incurred in the application of false whiskers and eyebrows, and, besides, is more dignified."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

Maurice Block, with the Anglo-American Crockery and Glassware Co, c, San Francisco.
H A Koll, with A Hamburger & Sons, hf, Los Angeles. Normandie.
A J Ferguson, with Callendar, McAuslan & Troup Co, hf, Providence, R I.
W F Newberry, with F M Kirby & Co, c, Wilkes-Barre, Pa. Imperial.
D May, of May, Stern & Co, hf, St Louis Savoy.
S A Knill, with Denver Dry Goods Co. hf, Denver, Col.
H S Marshall, with R H White & Co c, Boston.
O J Besser, of E Besser's Sons, t, Buffalo. Marlborough.
G D Sleigh, with Forbes & Wallace, s, Springfield, Mass
H W Hammell, c, Charleston, S C.
G A Comstock, c, Ansonia, Conn.
Dey Bros & Co, c, Syracuse, N Y.
J F Leary, with J Samuels & Bro, c, Providence, R I.
Geddes & Bennett, c, Wilkes-Barre, Pa.
Mr Cummings, with D Harley Co, c, Pawtucket, R I.
Mr Sprague, c, Newport News, Va.
Albert Sprague, with Howland D G Co, c, Bridgeport, Conn.
Mr Stout, with Jos Horne Co, c, Pittsburgh.
Jas Kershaw, c, Fall River, Mass.
Mr Thatcher, with Norton & Co, c, Bennington, Vt.
J J Williams, c, Macon, Ga.
Reid & Hughes, c, Waterbury, Conn.
Heuser Bros, c, Wytheville, Va.
Gorhams Book and Music Co, c, Fayetteville, N C.
J Wood Mussina, c, Williamsport, Pa.
Geo Robertson, c, Riverside, Cal.
Watt, Rettew & Clay, c, Norfolk, Va.
Leonardsen Bros, c, Blissfield, Mich.
R J Atwell, c, Middletown, Conn.
E L McKenzie, c, Greene, N Y.
M Nathan, c, Cambridge, Md.
H A Webb, c. Greenwich, Conn.
J P Bader, c, Clarksdale, Miss.
H H Rand, c, Oil City, Pa.
A Hahn, c, Durango, Col.
M S Burdette, c, Martinsburg, W Va.
M N Weed & Son, c, Montour Falls, N Y.
W N Arnzen, c, Fall River, Mass.
T A Worley & Son, c, Covington. O.
G W Veach & Co, c, New Castle, Pa.
E A Arnold, c, Mt Vernon, O.
Ed G J Lauer, c, Monroe, Mich.
Isidot Blau, c, Altoona, Pa.
C H Staunton, c, Westerley, R I.
Chas Smith, with O'Gorman Co, c, Providence, R I.
Mr Ackley, with Wm R Farrington Co, c, Poughkeepsie,
Miss C Patee, with Howe & Stetson Co, t, New Haven
Lloyd & Blaine, c, Pocomoke City, Md.
W D Cuykendall, c, Moravia, N Y.
J H Hollister, c, Greenfield, Mass.
P J Smith Co, c, Cumberland, Md.
Bush & Bull, c, Easton, Pa.

TO ARRANGE FOR BANQUET.

IN addition to the election of two new members at Tuesday's meeting of the Pottery, Glass and Brass Salesmen's Association, the directors took favorable action regarding the annual banquet. It will again be held at the Hotel Astor, but in more spacious quarters than last year. The date has been left undetermined, except that it is to be during the week intervening between Christmas and New Year's. The following gentlemen have been appointed for the purpose of selecting sub committees to arrange for dinner Henry Endemann, H S. Mirrielees, Jos. F. O'Gorman and John Nixon.

The new acquisitions to the membership roll of the association are John F. Shaw, buyer for W. A. Murray & Co., Toronto, Can , and Otto Thurnauer, of G. M. Thurnauer & Bro., this city.

NO NIGHT WORK FOR MINORS.

HEADS of retail houses in cities of the first class in New York State, which include those having a population of 250,000 or over at the last census, should acquaint themselves with the amendment to the Mercantile Establishments Act, which became operative last Monday. This amendment makes it a a penal offence for such stores to employ girls or boys under sixteen years of age earlier than seven o'clock in the morning or later than seven o'clock at night. The new statute will undoubtedly cause considerable dislocation in many stores in the State, particularly those which find it necessary or advisable to remain open on Saturday nights.

STRUCK IT RICH.

THE same candy that contributes so largely to the financial eminence of H. P. Muirheid, A. H. Hays and two or three other gentlemen of prominence in the crockery trade has just been responsible for a real, heart-interest romance. The toothsome commodity is produced in Trenton, N J., and Messrs. Muirheid and Hays are officers in the concern. Their superintendent some time ago engaged Mrs. Emma Burns, a widow, to assist in the packing department of the factory. She had read how wandering bachelors and widowers had previously been rounded up through the aid of notes in crates of eggs, baskets of peaches, etc., and, being disposed to take another shy at matrimony, she wrote her name and address on a card and inserted the latter in a half-pound box of the "sweets." A few days later she received a note from Chas. E. Wilson asking for the privilege of calling. The wedding occurred last week, and Mrs. Wilson, besides landing a husband, has a life partner who is at present worth $50,000 and is the heir to a fortune of $500,000 left by an aunt in Chicago.



FAIR activity has been in evidence throughout the District this week. Visitors are numerous and include several merchants from San Francisco and other California points. The stock houses continue to be overwhelmed with demands for goods, making necessary a continuance of night work in several establishments The mail business is heavy.

Among the new arrivals of import samples at Chas. Ahrenfeldt & Son's headquarters are some excellent Limoges china specimens The items include dinnerware, service plates, entree plates and fancy lines. They are notable for their highly artistic shapes quite as much as the excellence and beauty of their decorations.

Geo. F. Bassett & Co., ever alive to the wants of the times, have well-selected stocks of German fancy goods, dinner ware in French, German, Austrian and English makes, and, of course, the standard Bassett China and Bassett stock patterns Dealers in holiday novelties who wish to supplement their import orders will do well to see what this house has to offer.

Jeweled art vases at Bawo & Dotter's have a metallic lustre green ground, with panels showing reproductions of famous mythological paintings, and are studded with what appear to be jewels of various kinds. Gilding that is well executed completes the embellishment. There are several shapes and sizss in the assortment, which ought to interest anyone seeking moderate-priced goods of this kind.

Carlowitz & Co are in receipt of their import samples for next year. These contain some remarkable examples of oriental skill. Perhaps the most striking decorations shown are white and gold plates with encrusted designs, some of which are in two colors of gold. The work is remarkably well done, and the prices about one-tenth of European work of the same class. Another line shows flower decorations on matted surfaces—direct copies of French designs, well executed. One in particular, a poppy in freehand drawing, is particularly well done. The lines include all the usual pieces in tableware, decorative and ornamental wares. These samples are for goods deliverable in the fall of 1907.

E. H. Mays is showing in the warerooms of the Consolidated Lamp and Glass Co., 19 Murray street, a striking globe on which is a picture of the factory at Coraopolis, with the surrounding hills and Ohio River. The drawing and coloring are true to nature, and it makes a very effective appearance under a strong light.

Clementson Bros., of Hanley, Eng., have introduced a host of new ideas in dinnerware decorations this fall The last installment of samples bearing these patterns has arrived at Jas Douglass' showrooms, 24 Park Place, and are ready for buyers' scrutiny. The decorations, which consist largely of chromo and filled-in border treatments, are adapted solely to the semi-china body from this factory. Three types of Crown Derby patterns are among the newcomers, and also several styles of Dresden flowers applied to the border only. Then there are other equally fetching things in the way of underglaze prints with and without illumination, gold and white, illuminated Persian designs, etc.

Several desirable acquisitions in the way of medium-priced celeries have been received at the local headquarters of the H. C. Fry Glass Co. A number of new punch bowls is also being prepared by the same concern and will probably reach here within a few days.

Odds and ends in open stocks and also samples of fancy lines are being closed out by Endemann & Churchill. The disposition of these goods has been made imperative because of the arrival of new sam-

ples and the consequent necessity for adequate space. The fancy goods include some exquisite handpainted vases, plaques, sugars and creams, comports, jugs, punch cups and saucers, chocolate jugs and other items. There are many very tempting things in the assortment, and merchants will find it advantageous to view them.

Samples of Gill & Co.'s new plain opal plaques, bureau sets and handkerchief boxes were received a few days ago at the concern's local showroom. Five fresh productions in the way of gas shades are also of recent arrival. These shades possess both etched and white acid designs of unusual attractiveness.

Six absolutely new styles of fern-dishes have just supplemented the local display of the Roseville Pottery Co. They are all clothed in the rich matt green for which that factory is distinguished. One dish, with cupid heads in strong relief on its four corners, is exceedingly artistic. The other dishes are fashioned in accordance with Roman and Grecian types of architecture. Two new window-boxes have also just arrived from the Roseville. One is shaped like a gondola, while the other is somewhat square in contour and possesses a panel-like exterior.

Robt. Slimmon & Co. are showing entirely new lines from J. H. Weatherby & Sons, Hanley, Eng. The Empire shape is one of the most practical that they have ever put on the market, and the well-known qualities of the ware commend themselves to all dealers. The new patterns are very attractive and are shown in plain prints, printed and gold, illuminated, enameled and gold, and transfers with gilt tracery. The colors selected are very good and will give more satisfaction even than their previous efforts.

The CROCKERY AND GLASS JOURNAL Golf Trophy, won by Arthur S. Higgins at the recent tournament, and displayed in Endemann & Churchill's window, attracts much attention from pedestrians on Murray street.

WHERE GLASS SAND IS PRODUCED.

ACCORDING to recent government statistics, Pennsylvania leads in the production of glass sand, its annual output representing about thirty-three per cent. Illinois and Missouri, which together produce about forty per cent, rank second and third respectively. The average value of glass sand in Pennsylvania in 1905 was $1.31 per ton, in Illinois 63 cents, and in Missouri 60 cents. This wide difference in prices between Pennsylvania and Western sand is explained by the fact that Pennsylvania sand is somewhat more expensive to produce, being made from harder rock. A sharper, even-grained, and consequently a slightly more desirable glass sand is the result. Pennsylvania, West Virginia and Maryland sands, all sold at a high price, are consumed for the most part within those States, as the importation of Western sand would be expensive.

OBITUARY.

THE funeral of Mrs. Catherine Bergen, mother of J. D., Chas. B., and Paul Bergen, all of whom are prominent in the cut glass industry, occurred last Friday Interment was in the Bergen family plot in Holy Cross Cemetery, Brooklyn. Mrs. Bergen, who was aged eighty-two years, died at the home of her daughter in Meriden, Conn.

Mrs. Rebecca Burford, aged fifty-five years, died suddenly last week at her home in East Liverpool, O. She was the wife of Robert Burford, the pottery manufacturer.

The death of C. G. Peterson occurred recently at his home in Burlington, Vt. Mr. Peterson was engaged in the crockery business for some years. He leaves a widow and three children.

WHAT CHICAGO STORES ARE UP AGAINST.

BY the recent arrest in Chicago of Katherine Borax the police authorities of that city have come into possession of information concerning the operation of a remarkable system of shoplifting among the retail stores there. The girl explained that she had gone to Chicago nearly ten years ago and found it hard to make her living honestly. Then she met a woman "Fagin," whose specialty was the training of thieves. Miss Borax told the police that she was never permitted to learn the name or address of the woman, who supported her and several other girls at various boarding houses in Chicago and disposed of the plunder which they brought her. The story is being investigated.

SUES CHINA CO. BECAUSE OF FALL.

A SUIT for $3,000 damages has been brought against the Wellsville China Co. by Wm. Ward, who was injured last February while in the company's employ. Ward had been at work only three days when he backed into an open elevator shaft and sustained a fall that resulted in injuries which he says are permanent. The charge that the defendant concern showed negligence in not having the shaft properly guarded forms the basis of the suit.



Pittsburgh and Vicinity.

The suggestion that the annual exhibition of glass be eliminated next January has not been received with entire disapprobation. It is well known that the last exhibit was not altogether a success. If the salesmen who were cooped up in the hotels for two or three weeks could have their way the chances are that there would never be another exhibition Years ago the buyers all made it a point to register at the Monongahela House. Later it began to be noticed that they sought other quarters, and last year and the year before some of the exhibitors went elsewhere. If these are not signs of the times what are they? The majority of both the glass and pottery concerns of Pittsburgh and vicinity and East Liverpool have offices in New York. Without any additional expense their entire lines could be shown in that city, to the comfort and economy of the majority of buyers. Such as desired to make their purchases at the factory direct would undoubtedly continue to do so; but there are many buyers who are bound to visit New York who now object to go out of their way to take in the exposition.

The United States Glass Co. are doing the biggest business in their history. While they are not given much to talk about their export trade, it is known that their business is increasing in this direction. Their holiday lines this year are exceptionally good, particularly in the fancy cut glass. Their stemware is meeting with popular favor, and their new lines of bar goods have been selected to meet the known wants of the trade.

The H. C. Fry Glass Co. are doing an immense business, limited only by the capacity of the factory. Their wares have reached the front rank as sellers—Fry cut glass having become one of the most desirable of standard makes.

The Riverside Glass Co., Wellsburg, W. Va., have, to use a colloquialism, a "cinch" on clinched-on collar lamps. They were the original introducers of this article, and have not forgotten their cunning in its manufacture. The result is a line of very satisfactory orders.

Jeannette, Pa.

The McKee-Jeannette Glass Works have a big file of orders on hand for all their specialties, and particularly for "Prescut" glass. They have also a good call their one-piece lamps, while their fancy and decorated wares are in excellent demand.

Follansbee, W. Va.

It is expected that the Jefferson Glass Co. will remove from Steubenville, O., to its new plant here about Dec. 1. The building will be under roof very shortly, and will give the company a much increased capacity for the production of plain and decorated glassware.

Brilliant, O.

Some time before January 1 manufacture will begin at the factory of the McGee-Deiters Glass Co. While the goods produced will appeal chiefly to the five and ten cent trade, the concern also plans to make bar, opal and ruby glassware.

Barberton, O.

Manufacture commenced a few days ago at the factory of the Barberton Glass Novelty and Specialty Co., which is to make glass marbles.

Mount Pleasant, Pa.

Bryce Bros. are very busy. They are constantly adding to their line of fine blown and lead glass, and are getting trade from the biggest dealers all over the country. They are originators of many fine shapes, and the quality of their glass is unexcelled.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending October 2, 1906.

ANTWERP

149 packages glassware.....B Ganthel
13 " " ..... J M Shaw & Co
220 " " .....Miscellaneous Orders
5 " chinaware.....F W Jenkins & Co
3 " " ..... G F Bassett & Co
5 " earthenware .....Geo Borgfeldt & Co
55 " " .....G F Bassett & Co
18 " .....Koscherak Bros
152 " " .....L Straus & Sons
6 " .....J Wygand & Co
58 " " .....Strobel & Wilken Co
19 " " .....Miscellaneous Orders
5 " toys.....L H Mace & Co
36 " " .....Hamburger & Co
4 " " .....Knauth, Nachod & Kuhne
8 " " .....R H Macy & Co
61 " " .....C B Rouss
54 " " .....F W Woolworth
28 " " .....Hamburger & Co
161 " " ..... Strobel & Wilken Co
56 " " .....Miscellaneous Orders

BREMEN

17 packages glassware..... L Straus & Sons
5 " " .....A Steinhardt & Co
82 " ..... Strobel & Wilken Co
162 " .....Miscellaneous Orders
62 " chinaware.....C E Wheelock & Co
84 " " .....The Julius Levy Co
2 " earthenware.....L Straus & Sons
145 " " .....Geo Borgfeldt & Co
27 " " .....Karl Hutter
2 " " ..... Hamburger & Co
34 " " .....Knauth, Nachod & Kuhne
95 " " .....Strobel & Wilken Co
135 " " .....Miscellaneous Orders
63 " toys.....Geo Borgfeldt & Co
33 " " .....Hamburger & Co
15 " .....R H Macy & Co
5 " " .....F A O Schwartz
3 " " .....Samstag & Hilder Bros
8 " " .....A Steinhardt & Co
241 " " .....F W Woolworth
127 " " .....Strobel & Wilken Co
181 " ..... Miscellaneous Orders

LIMOGES

104 packages chinaware.....W L Briggs

GENOA

248 packages earthenware.....Geo Borgfeldt & Co
19 " " .....R F Downing & Co

ROTTERDAM

7 packages earthenware.....Bawo & Dotter
41 " " ..... Geo Borgfeldt & Co
99 " " .....Miscellaneous Orders
171 " chinaware.....C E Wheelock & Co
20 " toys.....Samstag & Hilder Bros
8 " " .....Bawo & Dotter
6 " " .....Hamburger & Co
9 " " .....B Illfelder & Co
1 " " .....R H Macy & Co
12 " " .....A Steinhardt & Co
37 " " .....Miscellaneous Orders

HAVRE

3 packages chinaware.....Haviland & Co
2 " " .....Paroutaud & Watson
5 " " .....Miscellaneous Orders

HULL

11 packages chinwaare.....A G Moment
51 " " ..... Paroutaud & Watson
15 " " .....J H Venon

SOUTHAMPTON

48 packages chinaware.....Paroutaud & Watson
8 " " .....Bawo & Dotter
6 " " .....F W Jenkins & Co
19 " " .....L D Bloch & Co
15 " .....A G Moment
8 " " .....J H Venon
28 " .....Wm Guerin & Co
4 " " .....Miscellaneous Orders

HAMBURG

92 packages glassware..... L Straus & Sons
28 " " .....C Ahrenfeldt & Son
15 " .....G F Bassett & Co
8 " " .....Bawo & Dotter
19 " " .....Knauth, Nachod & Kuhne
38 " " .....Koscherak Bros
8 " " .....Julius Palme
20 " " .....Samstag & Hilder Bros
4 " " .....Hamburger & Co
89 " " ..... Strobel & Wilken Co
235 " .....Miscellaneous Orders
46 " chinaware.....C E Wheelock & Co
41 " " ..... The Julius Levy Co
112 " earthenware .....Geo Borgfeldt & Co
18 " " .....Chas Ahrenfeldt & Son
43 " " ..... F Bing & Co
82 " " .....Bawo & Dotter
43 " .....Eimer & Amend
43 " " ..... Fensterer & Ruhe
9 " " .....Hamburger & Co
12 " " .....Koscherak Bros
9 " " ..... Julius Palme
59 " " .....L Straus & Sons
10 " " .....N Wapler
2 " " .....J Wygand & Co
12 " " ..... G F Bassett & Co
4 " " .....L D Bloch & Co
1 " .....C L Dwenger
7 " " .....Higgins & Seiter
115 " " .....Strobel & Wilken o
475 " " .....Miscellaneous Orders
26 " toys.....Hamburger & Co
39 " " .....B Illfelder & Co
81 " " .....Geo Borgfeldt & Co
9 " " .....F W Woolworth
270 " " ..... Strobel & Wilken Co
259 " " .....Miscellaneous Orders
6 " harmonicas..... Strobel & Wilken Co

LIVERPOOL

9 packages chinaware.....Bawo & Dotter
6 " " ..... Strobel & Wilken Co
11 " " .....Miscellaneous Orders
9 " earthenware.....Geo Borgfeldt & Co
29 " " .....Maddock & Miller
2 " " .....E Boote
9 " " .....Meakin & Ridgway
15 " " .....J S Robertson
6 " " .....L Straus & Sons
18 " " .....R Slimmon & Co
28 " " .....Strobel & Wilken Co
12 " " .....The Julius Levy Co
21 " " .....Miscellaneous Orders
2 " glassware.....J Davison
3 " " .....E Boote
1 " " .....Meakin & Ridgway
11 " " .....Miscellaneous Orders
28 " toys.....Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

HAMBURG

61 packages earthenware.....Jones, McDuffee & Stratton Co
5 " " .....W N Proctor & Co
37 " " .....L Wolf & Co
16 " " .....Bawo & Dotter
16 " " .....R F Downing & Co
14 " " .....Houghton & Dutton
5 " " .....Jordan Marsh Co
13 " " ..... Bausch & Lomb Optical Co
16 " " .....Hilder Bros
4 " " .....Harvard College
11 " " .....R H Stearns Co
231 " " .....First National Bank
42 " " .....American Express Co
143 " " ..... Geo Borgfeldt & Co
100 " " .....Boston and Maine Railroad
5 " " .....Miscellaneous Orders
4 " chinaware .....C E Wheelock & Co

LIVERPOOL

40 packages earthenware.....Jones, McDuffee & Stratton Co
2 " " .....C W Tirdell
1 " " .....Richard Briggs Co
3 " " ..... Rowland & Marsellus Co
1 " " ..... Brown Bros. & Co
38 " " .....Downing's American Dispatch
10 " " .....A W Chesterton

MANCHESTER

48 packages earthenware .....Downing's American Despatch

LONDON

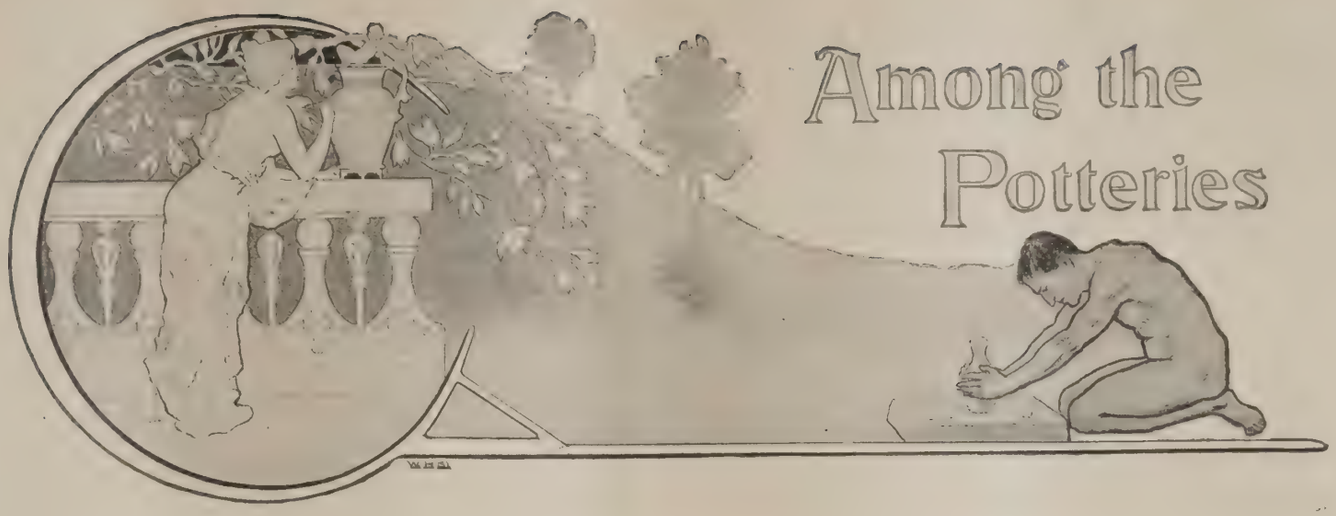
5 packages earthenware.....Koopman & Co

HULL

6 packages earthenware ..... R H Stearns & Co

ANTWERP

12 packages chinaware..... C E Wheelock & Co



East Liverpool and Vicinity.

The potteries here are all getting good orders, and there is little complaint in any direction. Those making holiday specialties are getting all the business they can handle. The scarcity of good decorators continues, and hampers the output to some degree. As stated last week, the demand for freehand painting seems to increase rather than diminish, and the better grade of decalcomanies are receiving more attention than ever. Men on the road have been meeting with good success, and it is noticeable that duplicate orders have come in freely, showing that the lines put out are meeting with the approbation of buyers.

* *

Taylor, Smith & Taylor are working along smoothly, and the factory is in fine running condition. The samples they have shown are all right, and the trade are buying freely.

* *

The Dresden Pottery has a good supply of orders on hand and every mail adds to the list, in spite of the fact that the shipping department is turning out great quantities of goods every day. Their lines are very strong this year, both in table and toilet ware, the shapes and decorations being the best they have ever produced.

* *

The D. E. McNicol Pottery Co. have no cause to complain of business, every department being run full. Their assortments have been selected with judicious care and are winners for those who buy them. Not only are the designs excellent, but the colorings are good, and the retailers can turn them at a good profit.

* *

W. P. Jervis, after a seven weeks' siege of typhoid fever at the Allegheny Hospital, has been recuperating at Indian River, Mich., and is expected home the latter part of this week.

* *

Five gentlemen identified with the pottery industry participated in the golf tournament at the County Club links for the Chas. I. Evans trophy several days ago. One of them, E. M. Knowles, carried off the prize, and another, W. E. Wells, was third in a class of eleven. Robert Hall, Harry Hall and Will Phillips were other contestants. Mr. Knowles' gross score was 96 and his net score 80.

* *

N. I. Hamer has arrived here from Upland, Cal., to make pottery purchases for his store and incidentally visit relatives and friends in this section. His wife and three sons are with him.

Trenton.

Among the several gentlemen selected to respond to toasts in connection with the citizens' banquet last week to the Rev. A. W. Wishart, who has accepted a pastorate in Grand Rapids, Mich., was Chas. Howell Cook, the manufacturing potter. Although Mr. Cook followed no less distinguished a talker than Governor Stokes, he acquitted himself with credit. His topic was "The Art School" The value of art and technical instruction as a means to advance the commercial interests of the United States, Mr. Cook pointed out, was practically limitless. "Education of this kind," he said, "is calculated to not only elevate the moral standard of our working people, but it also imbues them with an artistic regard for better things. The wonderful commercial and artistic progress of Germany can be attributed to no more important factor than its numerous art and technical institutes They inculcate a spirit of appreciation for the beautiful among us, and develop, besides, an ability to create those things of beauty by our own hands. The young woman who learns at these schools how to deftly convert apparently undecorative things into pretty ornaments for the household mest necessarily become better equipped to assume the responsibilities of the housewife"

* *

Edwin C. Stout has been added to the traveling corps of the Cook Pottery Co and is now on a pilgrimage through New York and Pennsylvania with samples from that factory.

* *

Mrs. A. M. Maddock, wife of the pottery manufacturer, and her two daughters were among those

injured in the rear-end collision on the Pennsylvania railroad near Eddington, Pa., last Saturday morning. All three were brought home, and, while not seriously hurt, they have since been obliged to have medical attention.

* *

In the decoration of toilet sets from the Mercer pottery this year John M. Pope has exhibited excellent judgment. Not only has he originated entirely new types of floral and conventional designs, but he has also resurrected successfully a style of ornamentation that was popular many years ago. It consists of one band of blue or maroon that is flanked on either side by gold lines.

* *

Frank J. Carlin, head of the cut glass departmen of the General Mfg. and Supply Co., has proven disloyal to the cause of bachelorhood. His treachery is attributed to the charms of a young lady who until Monday was Miss Mary McGuire. Mr. and Mrs. Carlin are now on a honeymoon trip.

Toronto, O.

The American China Co. are constantly improving their lines, and their attractive and striking advertisements are bringing them good results. Their new pate-sur-pate line has made a hit, for they have been exceptionally fortunate in getting the right colors, and the workmanship is excellent. The Sheba art ware is a distinct departure, and seems to have struck the popular fancy.

Zanesville, O.

The Roseville Pottery Co. are constantly adding new and attractive designs. Their Rozanes contain so many really good patterns that to single out any would be invidious. The prices are very reasonable considering the quality of the ware.

Derry, Pa.

With the suspension of work in the clay department of the Derry China Co. several days ago, the report gained currency that the entire plant was about to close down for an indefinite period. Officials of the concern, however, deny that a shutdown is contemplated, and say the present inactivity is only temporary. The pottery is owned and operated by the Sevres China Co.

ENGLISH POTTERS ON RAILROAD RATES.

EVIDENTLY the American manufacturers of pottery are not alone in their complaint against transportation rates. Certain china and earthenware manufacturers of England are also objecting to the charges imposed by the railway companies there for the carrying of their product from North Staffordshire. The dissatisfaction ha assumed such proportions that a meeting of the interested parties was held recently at Stoke-on-Trent, with Cyril Wedgwood presiding. The manufacturers contend that the rates are higher than any charged on pottery produced in any other centre of the kingdom; yet the Potteries produce five-sixths of the entire ceramic output of the country. The Staffordshire traffic to London alone provides a train-load of 100 tons per working day throughout the year, or 30,000 tons per annum, and the whole of the traffic from the district amounted last year to figures slightly under 130,000 tons. In spite of this large bulk, the rates charged, with two exceptions, were the highest on the rate book for goods in class 2, under which pottery goods are carried The whole matter has been submitted to the Stoke Board of Trade for adjustment.

IN THE HOUSEFURNISHING WORLD.

The Leamington, Ont., Basket Co.'s factory was almost ruined by fire recently.

* *

The Bay State Broom Co , Attleboro, Mass., has been incorporated Capital, $12,000.

* *

Incorporation papers have been filed by the Knoxville, Tenn , Basket Co. Capital $20,000

* *

C. J. Silliker & Co 's woodworking factory, Amherst, N. S , was reeently destroyed by fire.

* *

The Noxon Broom Co , Avoca, N. Y., suffered a loss of $5,000 by fire recently. Partly insured.

* *

Alfred E. Coates, brush manufacturer in Brooklyn, N. Y., died last Friday, aged sixty-two years.

* *

The Jackson Washing Machine Mfg. Co. has closed its retail store at 842 Penn street, Reading, Pa.

* *

With $50,000 capital, the Glens Falls, N. Y , Mfg. Co. has been incorporated to make snow shovels, etc.

* *

The Todd Novelty Store has opened for business in East Liverpool, O., with tinware, Japanese goods, etc.

* *

The Alkemeyer-Eidson Co , department store, Brooklyn. N. Y., has been incorporated with a capital of $15,000.

* *

A W. Wilbrand has been chosen trustee in the bankruptcy case of the Wisconsin Woodworking Co , Wilwaukee, Wis.

* *

Judge Adams in the United States Court has granted a discharge in bankruptcy to James E. Dodge, of Mount Vernon, N. Y., formerly manager

of the Dodge Dry Goods Co., of Troy, N. Y. Liabilities, $193,226.

* *

John F. Mason, president of the Mason Brush Works, Worcester, Mass., died recently. He was sixty-three years old.

* *

With $2,500 capital, the Eagle Woodworking Co, of Ballston, N. Y., has been incorporated to make wooden and metal novelties.

* *

With $25,000 capital, the Tuthill Screen Co. has been incorporated under New York laws to manufacture door and window screens.

* *

Hein F. Kraenke, manufacturer of patent refrigerators at 200 Oakland street, Brooklyn, N, Y, has filed a voluntary petition in bankruptcy.

* *

The P. & W. Housefurnishing Co., New York city, has been incorporated to deal in enamel medicated ware, tinware, etc. Capital, $10,500

* *

C. Cass Hendee, president of the Hendee-Katz Brush Co., Milwaukee, Wis., has filed a petition in bankruptcy, with liabilities of $6,274 and assets of $224

* *

Capt. Richard L. Leeson, eighty years old, and owning large department stores in Elwood and Alexriandria, Ind, is dead at Elwood. His estate is valued at $1,000,000.

* *

Among the business houses that sustained the greatest damage in the tropical hurricane that visited Mobile, Ala., last week were: S. Jacobson, dry goods; Dorgan & Young, hardware; Barney-Cavanaugh Hardware Co., and E. O. Zadek Jewelry Co.

* *

The Ellison Mercantile Company, Hickman, Ky., which was incorporated for $60,000 and operated four stores, has made an assignment. Nothing definite regarding the failure can be ascertained. It is rumored that the liabilities are $50,000 and assets $25,000.

* *

Improvements costing about $1,500,000 have been made this year on the three department stores of the May Co. in St. Louis, Cleveland and Denver. Three-quarters of a million dollars have already been spent upon the Denver property, $100,000 is allotted to Cleveland and will shortly be put in circulation, while $450,000 was expended upon the St Louis establishment.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Traveling salesman of ability for established china importing house. Good chance for man who is willing to work and can sell goods. Address Box 416, this office.

HELP WANTED.

WANTED—By a large Pacific Coast jobbing house, a live traveling salesman for Pacific Coast States and Territories, who thoroughly understands the import business, both domestic and foreign, in the crockery and glassware lines One experienced in handling English earthenware lines preferred. Salary and commission. A good position for the right man. Call on MR. MAURICE BLOCK, care of George Borgfeldt & Co., New York, during five days after date of this issue.

WANTED—Salesman, Japanese Goods. Floor salesman for New York sample room, who has had experience in selling large firms. Salary or commission to the right man. Address 63 Summer St, Boston Mass

SITUATIONS WANTED.

WANTED—By an experienced and successful salesman with a large acquaintance among buyers from the Atlantic to the Pacific, a position with first-class importing house in crockery and glass, or with a high grade domestic manufacturer. Address Box 413, this office.

BUSINESS OPPORTUNITIES.

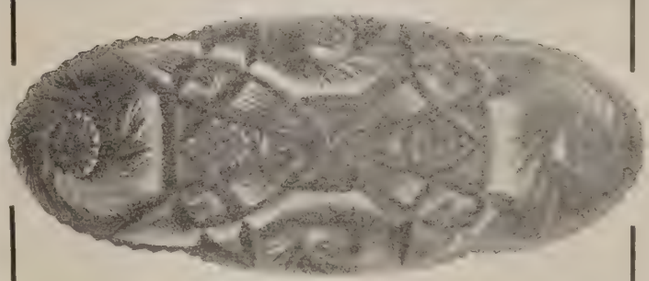
WANTED—Good lines of pottery and glass, on commission, by an experienced man with large following. Office to show samples in crockery district New York city. Address Box 412, this office.

AN established agent, with first-class connections and doing a large business in New York and vicinity, is open for a line of pressed and blown glassware for said territory on a commission basis. Can furnish first-class references, and results assured. Address "SUCCESS," this office.

TO retail dealers in china and housefurnishing goods. Do you wish to retire or turn part of your stock into cash? I will buy your entire or surplus stock and pay the highest cash price of any man in the United States Write me, no matter where you are located, and my representative will call. All business strictly confidential. JAMES L. HAND, JR, 14 Maiden Lane, New York.

Fry Cut Glass.

Highest honors at Lewis & Clark Exposition.



5123. Stanford Celery.

FRY CUT GLASS has a brilliancy and sparkle not equalled. Absolutely the best quality, with low price.

H. C. Fry Glass Co.,

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS.)
25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE CLAREMONT China,	Mintons
G 9816 White and Gold Encrusted China	"
China, White and Gold, Rich BALMORAL, Encrusted	"
China, White and Gold, GRANADA	"
No 2027 Design China,	"
I-9608 Cobalt and Gold China,	W. T. Copeland & Sons.
BLUE SPODE'S TOWER,	" "
MONTEREY	Ridgways
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The BOLINGBROKE,	
The NAPLES WREATH	"
Blue COMO	"
The BRIDAL WREATH Hotel	"
The DUNDEE, Flown Blue and Gold,	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT, Enamelled,	" "
The BORDEAUX ROSE,	" "
Flow Blue DANUBE,	" "
The BERGEN ROSE,	" "
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	" "
The VALENCIA LACE HOTEL,	"
The ELPHINSTONE, Dove and Gilt,	Alfred Meakin, Ltd
MILANESE, Russet Brown	"
The SAXONIA,	"
The HOLLAND,	"
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The DENMARK,	"
The ROMAN,	Furnivals
Brown, also Blue, TOURNAY,	T. & R. Boote, Waterloo Potteries.
The TUSCULANA,	" "
FLEMISH GARLAND,	" "
The BRISTOL, Hotel Border,	" "
The KRONSTADT (Holland green),	" "
ASHBURTON, Flow Blue,	W. H. Grindley & Co.
The ATHENS, Cobalt and Gold	" "
KING'S BORDER,	Upper Hanley Pottery Co.
The DEVONSHIRE,	Samuel For & Co.
Old BLUE CANTON China Hong-Kong.	
Old BLUE FITZHUGH China, "	
Green and Gold MEDALLION Canton China, Hong Kong	
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The MALVERN, MULBERRY and DOVE,	" "
The ST. LAZARE SPRAY,	Haviland Co. China
The CHARONNE,	" "
The NORMA,	" "
The PRINCESS,	" "
MADELEINE,	" "
The AMSTEL	" "
The ORIENT, White and Gold,	" "
The ELDORADO, White and Gold,	" "
The COUNTESS,	" "
The MIRAMAR,	" "
EMPIRE WREATH,	Gerard, Dufraisseix & Abbo China.
The MALABOR,	" " "
The TROCADERO	" " "
The BALUSTERE,	" " "
Maroon and Gold IVY, (Also Green),	" " "
FONTAINBLEAU,	" " "
BLEU DE FOUR, Encrusted Gold	J. Pouyat
White and Gold Encrusted,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The BOLSENA, Austrian China.	
Grecian Gold Border,	Cauldon China, Brown-Westhead, Moore & Co.
Cauldon China K 3616	" " "
The ROCHAMBEAU,	Theodore Haviland & Co
The CZARINA,	" "
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.
Royal Dresden BLUE ONION Porcelain, Crossed Swords brand.	
MEISSEN CHINA (Dresden) Blue Onion	

and others which for lack of space cannot be enumerated here.

Also T. & R. Boote's and Johnson's White Semi-Porcelain; Alfred Meakin's W. G. and S. P., Haviland White, Gold and Decorated china, and Staffordshire, German Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Onondaga China, Knowles, Taylor & Knowles and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns, we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 7,579 BINS occupied in our ten lofts.

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES, McDUFFEE & STRATTON CO., Boston



A Cabinet for the Kitchen.

ILLUSTRATION above tells its own story in so far as the style of the cabinet and the character of the receptacles for tea, coffee, salt, spices, starch, etc., are concerned. We sell them complete. Just what the housewives want.

A. Radford Pottery Co.,

Clarksburg, W. Va.

New York Showroom:
W. H. DUNN & CO., 54 Murray St.

"Prescut" Glass.



BRIGHT, CLEAR GLASS.

GRACEFUL SHAPES.

BEAUTIFUL DESIGNS.

IN addition to "Prescut" we make a full line of Bar Goods, Light Pressed Stemware, Pressed One-Piece Lamps, Blown Lamps, plain and decorated, and General Tableware.

BRANCH OFFICES IN ALL LARGE CITIES.

When buying Tableware, look for the mark of quality, "Prescut."

McKEE-JEANNETTE GLASS WORKS,

JEANNETTE, PA.



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects. This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glasa.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St.
Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block.
St. Louis, 617 Granite Building, 4th and Market Sts.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 271 Stevenson St

New Lines of Dinner Ware and Staple China for Spring Importation.

Special Attention is called to our Import Line of

CHINA. **EASTER NOVELTIES** PAPIER MACHE.

SAMPLE LINES OF CHINA, DOLLS AND TOYS ON SALE.

HAMBURGER & CO., 28-30 West 4th St., New York.

THE NEW COLOR HOUSE.

L. Reusche & Co., 71-73 Park Place, New York.

Our Mr. Louis Reusche has been identified with pottery and glass manufacture for twenty-eight years.

Colors and Materials for Pottery, China and Glass Decoration, Enameled Ware, etc.

Sole Agents for JAMES HANCOCK & SON, Worcester, England.
Diglis Ceramic Art Color Works,

Sole Agents for JOHN LAMB'S
Potters' Printing Paper in sheets and rolls.

ELARCOITE (a substitute for Oxide of Tin). Write for sample and prices.



GENERATIONS OF AMERICANS

have known POUYAT CHINA since 1783, and the present generation gives substantial evidence of the highest approval by constantly-increasing purchases.

Our widely disseminated advertising in popular periodicals has created a new impetus for dealers who meet the wants of their customers.

PAROUTAUD & WATSON,

Sole Agents in America. 37-39 Murray St , New York

Please Your Customer

NEW LINES NOW READY.

Very Easy With the Dealers Who Handle

WELLER Pottery WARE

SAMPLES AT OUR SALESROOM

BOSTON, 146 Franklin Street. | NEW YORK, 57 Park Place. | CHICAGO, Glass & Crockery Exchange 186-188 Fifth Ave.

Factories and Main Office: ZANESVILLE, OHIO.

FENSTERER & RUHE,

Importers Glass and Chinaware,

NEW YORK, = = = 47 MURRAY STREET.

BLANKS FOR CUTTING.

G. Fensterer, Berlin.
W. H. Warrington, Toronto, 18 E. Front.

Japanese and Chinese Porcelains

IMPORT LINE 1907.

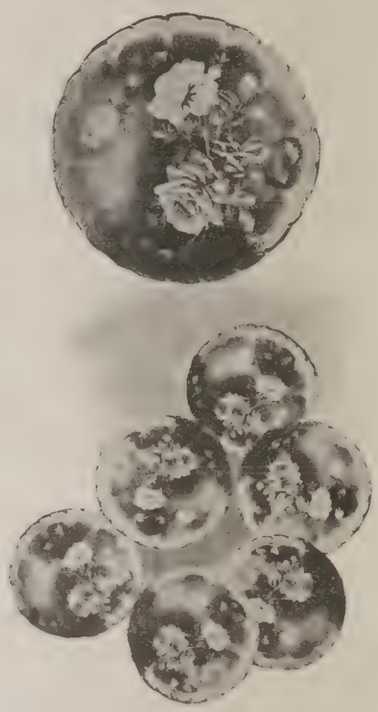
We take great pleasure in announcing that our import line will be ready for inspection

OCTOBER 15th.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.



No. 3646C. 7 pc. Salad Sets. Retail at $3.50 set.

Salad Sets of Stunning Style

These sets are of really stunning appearance. A beautiful rose study has been applied, resting on modulated ground tints of harmonious blending An edge of coin gold gives caste to the ensemble. If the china wasn't of fine quality much good effort would have been wasted—but, it is a splendid German make. A wedding present of low price, with great "show" qualities

Bawo - and - Dotter
26 to 34 Barclay Street, - New York



No. 3647C. 6 kinds. 6 in. high. Retail at $ .50 each.
No. 3648C. 6 kinds. 11 in. high. Retail at $2.75 each.

B. & D. Bisque Babies In New Poses

There is no disputing the fact that these figures look like real babies, with the proportion, flesh tints and facial expression of life —the essential features of correct figure making. A young woman is the modeler, and her equal is not to be found in Europe. The 11 in figures are almost life size, and as window pieces will keep a crowd in front of your store day and night

Bawo - and - Dotter
26 to 34 Barclay Street, - New York

Supplement Your Import Arrivals From Our Stock.

WE have good supplies ready for immediate delivery in German Fancy Goods, Dinnerware in FRENCH, GERMAN, AUSTRIAN and ENGLISH makes, BASSETT CHINA and ENGLISH STOCK PATTERNS. An inspection of our LINES will prove advantageous to you.

Geo. F. Bassett & Co.,

49 Barclay Street and 52-54 Park Place,

NEW YORK.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street, New York City.

WE are showing a full line of

J. H. WEATHERBY & SONS'

underglaze prints, printed and gold, illuminated, enameled and gold, and transfers, with gold tracery, on the "EMPIRE" SHAPE. This is one of the most practical shapes ever put on the market, and is shown in a great variety of patterns at very moderate prices. Everyone who has handled Weatherby's wares knows they are the most durable goods made in the Staffordshire potteries. Every progressive dealer should have them.

A. J. Wilkinson, Ltd. Bourne & Leigh. Upper Hanley Pottery Co. J. H. Weatherby & Sons.
R. Sudlow & Sons, Teapots.

EDWARD BOOTE,

Importer of China, Earthenware and Glass,

46 West Broadway, New York.

Cauldon China and Earthenware.
Boote's Vitrified Hotel Ware.
Bishop & Stonier Dinner Ware.
Gibson & Sons' Teapots.
John Walsh Walsh Glass.
Samuel Ford & Co.'s Cheap Dinner Ware.
Edinburg & Leith Glass Co.'s Rock Crystal.

W. H. GRINDLEY & CO.

have the honor to announce the production of

"The Duchess,"

a most noble and suitable companion to the "WHITE MARQUIS."

Full particulars on application

W. S. PITCAIRN,

44 Murray St., New York.

TO THE JOBBER!

If interested in Decorated Jobbing Packages send for illustrations of

12 Dozen 10-cent No. 2349 B Assortment.

12 Dozen 10-cent No. 3778 Pink and Ivory Assortment.

6 Dozen 25-cent No. 3481 Pink and Ivory / Green and " } Assortment.

You will find them winners and money-makers.

The D. E. McNicol Pottery Co., East Liverpool, O.

Boston Agents: Chase & Francis, 122 Pearl St

New York Agents: E. Bergman & Son, 25 West Broadway.

Furnivals, Ltd.,

POTTERS,

Cobridge, Staffordshire, England.

WE are now ready to show samples of our newest in Dinner and Toilet Ware —everything up-to-date (and some ahead of time)—all for import only and for early spring delivery. Those that have seen the samples have shown their appreciation by their orders; those that have not seen them are invited to do so.

We have no one on the road, but we have full-sized colored photographs of above, which can be sent on application. A call or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St., New York.

"Prescut" Glass.



BRIGHT, CLEAR GLASS.

GRACEFUL SHAPES.

BEAUTIFUL DESIGNS.

IN addition to "Prescut" we make a full line of Bar Goods, Light Pressed Stemware, Pressed One-Piece Lamps, Blown Lamps, plain and decorated, and General Tableware.

BRANCH OFFICES IN ALL LARGE CITIES.

When buying Tableware, look for the mark of quality, "Prescut."

McKEE-JEANNETTE GLASS WORKS,

JEANNETTE, PA.

Limoges and Carlsbad China

For Import.

Charles Ahrenfeldt & Son,

50, 52 and 54 Murray St., New York.

Paris. Limoges. Carlsbad. London.

The POTTERS' CO-OPERATIVE CO.

Dinner line is the most artistic, largest, and the strongest ever
Run by us, and we are positive it will meet your
Expectations. Our big line of
Specialties contains some of the bargains of the
Day. Also the best and most complete line of Toilet
Ever shown. Our Hotel China has
Never been equalled. Have you seen our lines?

DROP US A CARD.

The POTTERS' CO-OPERATIVE CO., East Liverpool, O.

Wholesome Truths About the Libbey

What do you demand in cut glass?

Do you consider depth of cutting, brilliancy, design, shape, etc.?

Do you believe one glass better than another?

Of course you do.

You do not want glass that's poorly cut and poorly polished—glass that lacks brilliancy, that lacks life—do you?

You do not care to choose a glass that's an unknown quality—that has no standard—do you? Of course you do not.

You know that LIBBEY CUT GLASS is the world's best.

You know that if you place a piece of Libbey glass alongside any other make the startling superiority of LIBBEY will be manifest at once.

You know that the name LIBBEY stands for originality of design, worthy materials, superiority of workmanship, depth of cutting and unusual brilliancy, don't you?

Of course you do.

THE

LIBBEY GLASS CO.

TOLEDO, OHIO.

CROCKERY AND GLASS JOURNAL

NEW YORK, OCT. 11, 1906.

THE CONDITION OF BUSINESS.

New York.

It is scarcely necessary to call anyone's attention to the fact that trade is active. If there exist any skeptics on this point they are an insignificantly small minority. Each succeeding week furnishes fresh evidence of the remarkable era of prosperity through which the country is now passing. An abundance of crops such as has never before been equalled in the history of the nation has contributed very largely to this happy condition. It has inspired and justified an industrial activity that is likewise unprecedented, and, as a natural consequence, has also made its influence felt in no small degree in the sphere of commerce.

While the attendance of visiting buyers in this market has not been up to expectations in some particulars, the mail business has been unusually heavy. This is especially true of the English houses, which have for weeks been in receipt of excellent orders from their salesmen and also from the buyers direct. This disposition of many merchants to forego their customary visit to New York and to await the coming of the road salesmen is taken to mean that their own trade is so brisk as to render it unwise to leave their stores for the week or longer required by a trip to this city.

The demand for goods in stock continues to be heavy. Several of the houses identified with this branch of the trade are still obliged to remain open at night in order to handle the business properly. The import lines that have come in lately are also being ordered with fair spirit for spring delivery.

The large fruit crop this year has created a fine demand for fruit jars. One of the most prominent factories in the country, which in previous years sent out its last shipments in August, is still obliged to keep its shipping force at work. The price has advanced as much as twenty per cent, in some cases.

Retail trade in Greater New York is at last reflecting the universal prosperity in no small degree. That the shoppers were slow in inaugurating their purchases at the large retail stores here is an admitted fact. But since early in September the shopping has picked up wonderfully and now may fairly be said to be at a seasonable height. According to opinions vouchsafed by several of the crockery, glass and housefurnishing buyers for these retail establishments, the medium and more costly goods are being selected in greater proportion than last year. There is, of course, a brisk demand for cheap wares, but not to the same extent as twelve months ago.

This month, with its more than average proportion of weddings, has been responsible for the marketing of an immense quantity of cut glass The prices in this particular commodity seem to have lost their bearings entirely, if one may judge by the quotations that are made in this city. The slaughter is especially noticeable on eight-inch bowls and nappies.

Even domestic pottery at its worst never was permitted to become the mark for such a wanton massacre of selling prices. Yet, in the face of all this, the more reputable firms are still enabled to sell their meritorious products at reasonably good figures.

Lamps, both metal and decorated, are still moving spiritedly. There is also a brisk request for portables.

Trenton.

There has been no notable change in the trade situation here during the past week. The order-files at nearly if not all of the factories are well filled. The traveling salesmen are finding good business, and excellent returns are also being received by direct mail and in personal visits from buyers, While the trade is pretty well distributed so far as the quality of goods is concerned, the movement of more costly lines is unusually brisk.

The Eastern market, which yielded such poor business ealier in the fall, has recovered from its lethargy and is now ordering briskly and in goodly numbers. The far Western patronage has also picked up nicely and there is an unusually profitable trade in the South.

East Liverpool and Vicinity.

Busy is the word throughout this district—overtime in some instances. With the mail bringing new orders every day, and urgent requests to hurry up shipments, the heads of shipping departments are driven to the utmost. It is the old, old story—wait until the last moment and then want goods by express, Buyers can place orders for foreign goods months in advance, but somehow do not seem able to accommodate domestic factories in the same way.

Pittsburgh and Vicinity.

The factories are crowded with orders, and more are coming every day. The demand is from every section of the country, but largest from the West. The call is for all lines of ware, with blown goods taking the lead. Cut and fancy glassware is in brisk demand, and factories making specialties and using private molds are crowded in these departments. Many tableware plants are doing a lot of this special work, such as tiles, vault lights and a hundred other things which eat up glass by the ton.

OBITUARY.

FRANK W. BLON, for many years the superintendent of the Warwick China Co., died last Friday at his home in Wheeling, W. Va. He had been suffering for some time from diabetes and was compelled, because of his ill-health, to resign his position with the Warwick China Co. about three months ago. Mr. Blon was aged thirty-nine years and leaves a widow and two children.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

B M Dearstyne, with John G Meyers Co, c, Albany. Herald Square.
P Hermes, with The Fair, s, Chicago, Breslin.
F A Montei, with G Fox & Co, hf, Hartford, Conn. Imperial.
E E Schleh, with Thompson, Gibson & Co, hf, Williamsport, Pa Marlborough.
J C Gardiner, with Carson, Pirie, Scott & Co, s, Chicago. Breslin.
W F Walker, with E W Edwards & Son, c, Syracuse Albert.
A T Otis, with Pitts Kimball Co, hf, Boston. Imperial.
J C Williams, of Williams & Rogers Co, t, Cleveland. Grand
F M Featherley, c, Syracuse, N Y.
A R Zimmerman, with E H Murray, c, Watertown, N Y.
C F Sisson, Jr, with Sisson Bros Weldon Co, s, Binghampton, N Y. Grand.
F H Borden, with The D Harley Co, t, Pawtucket, R I Breslin.
C G Fogg, with, The Shepard Co, hf, Providence, R I New Amsterdam.
Chas Hall, with Carson, Pirie, Scott & Co, c, Chicago
S G Judd, c, Stamford, Conn.
R J Calm and A J Kline, with Dives, Pomeroy & Stewart, c, Reading and Harrisburg. Pa.
W P Chamberlain Co, c, Keene, N H.
Chamberlain, Hunters Co, c, Fitchburg, Miss.
Chamberlain, Patton Co, c, Nashua, N H.
Huntress, Patton Co, c, Claremont, N H.
A F Roberts & Co, c, Brattleboro, Vt.
C T Ross, c, Leaksville, N C.
Wallace Miller, c, Uniontown, Pa.
Speck Bros, c, Haverstraw, N Y.
John K Mettinger, c, Sanford, Fla.
A Eisenberg, c, Baltimore, Md.
F A Bixley, c, Ironton, O.
E Clarkson, c, Burlington, Vt
G N Everett, with Woodward & Lothrop, c, hf, Washington. Broztell.
Frank C Boyland, with Edw Malley Co, c, New Haven.
W J Alexander, c, Troy, N Y.
W G Stout, with Jos Horne Co, c, Pittsburgh.
Howard Meyer, c, Kingston, N Y.
H R Hatch & Co, c, Cleveland, O.
J P Archibald, c, Blairsville, Pa.
Dunn, Taft Co, c, Columbus, O.
Davis & Nye, c, Waterbury, Conn.
J L Derby, c, Concord, N H.
C A Richardson Co, c, Jackson, Miss.
E D Paulton, c, Front Royal, Va.
D G Wurzburg Co, c, Grand Rapids, Mich.
F E Beach & Co, c, Bridgeport, Conn.
Metropolitan Mfg. Co, c, Boston.
J W Loar & Co, Grafton, W Va.
Otto E Bauer, c, Zanesville, O.
C F Hurd, c, Medina, N Y.
Ralph J Taylor, c, Great Barrington, Mass.
Sims, Pearson & Co, c, Troy, N Y.
A H Mould, c, Malone, N Y.
H T Whaler, c, Miami, Fla
L D Hill, c, Rockford, Ill.
Jos Wallace & Sons, c, Stroudsburg, Pa.
A Guth, c, Clarion, Pa.
Louis Beardsley, c, Watkins, N Y,
Wise, Smith & Co, c, Hartford, Conn.
C F Pick, c, Middleburg, Vt.
R D Macdonald, c, of Macdonald Jewelry Co, c Lima, O.

A Kaumann, wifh England Bros, hf, Pittsfield, Mass. Herald Square.
John B Hutchinson, c, Shreveport, La.
Chas F Betz, c, Frostburg, Md.
S G Guth, c, DuBois, Pa.
W H Sheldon, c, Middleburg, Vt.
Wm Lawton, c, Wilmington, Del.
Rice Bros, c, St Joe, Mich.
Edw J Lauer, c, Monroe, Mich.
E F Bahner, c, Massillon, O.
W Easton Smith, c, Waterbury Conn.
L Lipman, with The Emporium, c, San Francisco, Cal
Thos Barker, with R H White & Co, hf, Boston. Holland.

BUSINESS BRIEFS.

The Schram Automatic Sealing Jar Co. has opened a factory in Hillsboro, Ill.

A branch of the Chicago firm of Albert Pick & Co. has recently been established in San Francisco.

M. L Rishel has opened his new china, glassware and housefurnishing store on West Main street, McCook, Neb.

F. T. Brooke has removed his china store in Staunton, Va., from Frederick street to No, 4 East Main street.

Wm. Barris, of Evansville, Ind., is representing St. Louis capital in a proposition to establish a glass factory in Edwardsville, Ind.

Ziesel Bros., Elkhart, Ind., have increased their china department to twice its original capacity. It has also been entirely refurnished.

The Lahr-Bacon Co.'s china department, Evansville, Ind., has been enlarged so that it now occupies all of the basement, 125 x 75 feet. K. K Denniston is the manager.

Removal has been made of the United States Glass Co.'s showroom in Boston from 144 High street to the Arco Building, 127 Federal street, and in San Francisco from 18 Sutter street to 271 Stevenson street.

The Sioux City Crockery Co. has leased the large double storeroom on the ground floor of the new Bennett building in Nebraska street, Sioux City, Ia., and will open a store similar to that which J. K Prugh lost in the great fire

The Ceramic School at Alfred, N. Y , seems to be meeting with the success it deserves. Professor Binns reports an increase of forty per cent. on the enrollment this year. A catalogue will be sent to anyone interested on application

Workmen are engaged in the enlargement of H Batterman's china and housefurnishing department on Broadway, Brooklyn, N. Y. When finished the department will have double its original capacity. F E. Bermus is the manager.

Hale Bros., Inc., have opened their new store in San Francisco, Cal. It is a three story structure on Sixth street, near Market, the scene of the principal retail district before the fire. The company proposes to erect a six-story building adjoining the present structure and have it finished within a year.

The Buyers' Association of Strawbridge & Clothier's department store, Philadelphia, Pa., held its annual dinner in the store restaurant last week, more than 112 buyers and assistant buyers being present. The rooms were decorated lavishly, and the evening was a gala one in the history of the association.

TWO PROMINENT MEN DEAD.

ACCORDING to advices received just as we go to press, Mr. Falker, of the Falker & Stern Co., Chicago, died last Saturday, the 6th, and Mr Block, of Schipper & Block, Peoria, Ill., is said to have been killed on Friday, the 5th. Details are lacking in both cases.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Sept. 22,'06	Corresponding period 1905	Exports Jan. 1 to Sept. 22 '06	Corresponding period 1905
Boston	150	59	5326	4343
New York	163	307	4733	5168
Baltimore	211	255	10872	9014
Philadelphia	6	5	900	700
New Orleans	76	123	3099	2852
Newport News	...	56	1026	726
San Francisco	47	49	1298	789
Portland (Me.)	....	1	692	340
Galveston	....	76	1081	760
Portland (Or.).	....	....	705	401
Inland Points	168	171	9043	10461
Total	821	1102	38725	35654

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end g Sept. 22,'06	Corresponding period 1905	Exports Jan. 1 to Sept 22,'06	Corresponding period 1905
New York	163	287	4804	5238
Boston	150	59	5396	4152
Philadelphia	6	5	860	719
Baltimore	211	256	10972	9253
San Francisco	47	49	1268	789
New Orleans	76	123	3295	2785
Portland (Me.)	....	1	592	197
Galveston	....	76	1058	746
Newport News	....	56	911	795
Portland (Or.)	..		756	401
Inland Points	168	169	9750	10187
Total	821	1081	39662	35257

Tel. 3231 Cort'andt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery Lamp Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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92 West Broadway, New York.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 11, 1906.

NOT ALTOGETHER A BED OF ROSES.

THE position of buyer of crockery and glassware for a large department store calls for the exercise of many and varied talents, and not the least is his ability to deal with the lack of consideration shown by the average salesman. He is approached every day by a dozen or more, representing every known article in the trade, each of whom feels that he has the only line in the market. Each tries to convince the buyer of that fact, and is displeased if the buyer refuses to order. The salesman does not stop to think that within a week fifty other men with varying success have used the same arguments—that perhaps the buyer is opening at that very moment thousands of dollars' worth of goods bought on import, or that he has just been to the New York market, filled in his stock, and is up to the limit of his capital. And so he is accused of favoritism, of having "pets" from whom he buys exclusively—that he does not know a good thing when he sees it, and is generally put down as "N. G."

Then there is the selling side of his vocation. He must anticipate the wants of his customers both as to taste and quantities, and under the present methods of import buying he has to look ahead for six or eight months. He naturally counts on receiving his wares at the time specified, and labors under a very great disadvantage if they arrive a month—or, as too often happens, three to six months—after he had supposed they would be in the store. Suppose that he has duplicated an order of a salable line, and on the promise of delivery in October sells to be delivered on arrival, but does not get the ware until February—by which time his customer, after waiting for months, has countermanded the order and bought from a rival concern!

As a rule he has to engage the salespeople, see that his goods are properly marked and displayed, wait on customers himself, and be ready with instant answers to the innumerable problems that constantly arise.

Is it any wonder that he is sometimes lacking in suavity when confronted by salesmen who insist on showing him things he does not want and cannot buy?

There are two sides to every question; and while it is admitted that some buyers are not fitted for their positions, it is equally true that there are others who do not need the salesmen to tell them how to run their departments.

PERSONAL.

IT must be evident by this time to Corporation Counsel John J. Delany that the members of the Pottery, Glass and Brass Salesmen's Association believe in reciprocity. When he consented last winter to cancel other engagements in order to deliver a very excellent speech at the Association's dinner the committee that waited upon Mr Delany assured him that the favor would be returned at the first opportunity. This turned up when Mr. Delany resigned several days ago as corporation counsel and announced his candidacy for a place on the Supreme Court bench. Accordingly, a delegation composed of Chas. H. Taylor, H. P. Muirheid, Alex. G. Menzies, Jos. F. O'Gorman, Jas. B. Boote, H. S. Mirrielees, J. D. Dithridge, John L. Garvey and Robert H. Yarwood visited Chas. F. Murphy, the Tammany chief, last Tuesday, and urged the nomination of Mr. Delany. A half hour interview was allotted the delegation, and at its conclusion Mr. Murphy assured the members that he would give their advocacy of Mr. Delany the serious consideration that it deserved.

Ernest Waeldin is among the passengers sailing on Thursday of this week aboard the Kaiserin Auguste Victoria. He goes, as usual, to made selections on the other side for Geo. F. Bassett & Co.

H. P. Muirheid is back from a visit to the trade in Philadelphia, Baltimore and Washington with Maddock & Miller's samples.

B. M. Dearstyne has been in town for several days making selections for the several departments that he manages in the John G. Meyers Co's store, Albany, N. Y. Just at present Mr. Dearstyne is devoting himself principally to the purchase of goods for the new home of the Meyers concern, which opens early next month. It is located on the site of the

building that collapsed a couple of years ago. In the new store he will have his stock of china, glass, lamps, clocks and fine art lines on the fourth floor. His silverware exhibit will be on the main floor, and an unusually fine assortment of housefurnishing goods and bathroom fixtures is to occupy the basement. Looks as if, with these various lines, his time ought to be pretty well monopolized.

⚜

Earl Wolfe has resigned as manager of the Wolfe China Co., Parkersburg, W Va , to accept another position. The nature of the latter has not yet been announced.

⚜

Jefferson Davis Dobbs, Southern traveler for Geo. F. Bassett & Co , reached here on Friday for a week's stay. The principal purpose of his visit was to consult with Mr. Waeldin, the firm's European representative, prior to the latter's departure for the other side.

⚜

C. L Newton opens a display from Geo. F. Bassett & Co. next Monday in St. Louis. He has engaged quarters at the Southern Hotel and will remain there about four weeks.

⚜

G G. Gulden was in New York the latter part of last week replenishing his stock and looking after holiday specialties. He has nothing to complain of in the way of trade.

⚜

Harry Wood, the English manufacturer, who has been visiting the Pacific Coast, returned last Thursday, and will sail for home some time this week.

⚜

M. C. Bryce, of the United States Glass Co., made one of his regular visits to New York and Boston last week.

⚜

Charles Weiss has started on his regular fall trip with Guerin's new lines. He is accompanied by Andre Guerin, son of Wm. Guerin, head of the firm.

⚜

W. H. Arden, of the Iroquois China Co., was in New York on Saturday. He is very enthusiastic about the new lines, which are meeting with much favor.

⚜

M. L Brady, vice president of Albert Pick & Co., Chicago, has been at French Lick Springs, Ind , for a couple of weeks with the object of enjoying a deserved rest.

⚜

It will please the numerous friends of "Al" Boggs, with the Evansville Glass Co., to learn that he is recovering nicely from the effects of a recent operation for appendicitis.

⚜

E. W. Hughes has given up the management of Butler Bros.' crockery and glass department in St. Louis, Mo., in order to become a manufacturers' agent. He will carry several pottery and glass lines in St. Louis.

⚜

F. W. Burgstresser, with Albert Pick & Co., Chicago, Ill., is spending his vacation period in the vicinity of Yellowstone Park.

⚜

W. W. Everett has been advanced to the post of assistant manager of Woodward & Lothrop s department store in Washington, D C. Mr. Everett's former responsibilities as buyer of china and housefurnishings have been shouldered by his brother.

⚜

Invitations are out for the wedding in Norfolk, Va., next Tuesday of Martin J. Chadwell, with the J. Seth Hopkins-Mansfield Co., Baltimore, and Miss Grace Lee Moling, of Norfolk.

⚜

After an extended tour of Canada and along the Pacific Slope, E. J. Johnson has returned to New York. Mr. Johnson is a director in the firm of Johnson Bros., Hanley, Englaud. He has been on this side of the Atlantic a couple of months, coming here to fulfil a double mission. One purpose was to more thoroughly acquaint himself with this country, and the other to steal one of its fairest daughters. The prospective Mrs Johnson resides in East Orange, N. J., where the ceremony is to be performed on November 15. A couple of weeks later the couple are to leave for England, where they will permanently reside.

⚜

Friends of E C Pewtress, a former pottery salesman, welcomed his reappearance in the District on Wednesday after a prolonged absence. Mr. Pewtress has been out of the trade for several years, during which he has been engaged in the laundry business uptown—an enterprise which has proven highly successful.

TO GIVE UP PORCELAIN MANUFACTURE.

AS early as circumstances permit, the Maddock Pottery Co., of Trenton, N. J., will discontinue the manufacture of porcelain. This step is being taken in order to provide increased facilities for the concern's production of hotel china, with which class of goods alone it will be identified after January 1. The news of this change in the policy of the Trenton firm came out last week, through the circulation of letters among those of its customers who are carrying open stocks requesting these dealers to send lists of articles desired to make up their open stocks, and also stating that negotiations were pending for the transfer of the more popular shapes to other factories. The Maddock Pottery Co. has been identified with the porcelain end of the pottery business for about fifteen years.

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Around the District

NOT as many buyers are to be observed in the District these days as is customary at this period. But their absence is explained to some extent by the receipt of heavy mail business. This indicates that they are quite as badly in need of goods as usual, but are not disposed to spend the time necessary in making the journey to New York. The stock houses here are attracting most of the visitors, and their purchases are reported to be quite liberal.

Gold is employed to fine advantage in designs ornamenting the dinner services and fancy pieces that recently arrived from the Limoges factory of Chas Ahrenfeldt & Son. The encrustations exploit a number of new ideas, and there is a refreshing newness also in the printed and raised paste treatments. One of the most effective conceptions has the border covered in a fairly profuse manner with a raised paste scroll pattern. At several points the scroll is shaped like a panel, and inside these panels are tiny hand-painted flowers. Borders that have gold-print designs occupying the outer edge and inch-wide bands of green, maroon and canary covering the inner half of the border to the marli also possess lots of character and beauty. The assortment of floral patterns, applied in borders, sprays and sprigs, is also extensive and mighty pretty.

No greater line of ten-cent goods in German china has ever been offered than the "Rheingold" assortment at Bawo & Dotter's. There are thirty-four items and three pretty decalcomanie decorations of a floral type. Gold is employed quite elaborately on the edge. The pieces include plates, oatmeals, saucers, teas, coffees, mugs, trays, salts and peppers, bowls, comports, sugars, creams, teapot stands, fernieries, mustards, spoon-holders, candlesticks, hair-receivers, card boxes, egg cups, etc.

Fresh samples are almost daily arriving at the Murray street quarters of the Geo. H. Bowman Co. They embrace many exquisite specimens in the way of Japanese fancy lines and Austrian, French and English china. The French selection includes three exceedingly fine dinner sets, which compose a package that the house sells for fifty dollars. Several exclusive designs in connection wtth Johnson Bros.' dinnerware are also worthy of note.

Endemann & Churchill are showing twenty open stock patterns in French china in a variety of shapes and decorations, and call special attention to their line of Bohemian glassware, both plain and engraved. These goods are ready for immediate delivery, so that buyers who are short of stock can obtain prompt attention from this house. Their well-known line of white china for decoration is complete in every respect, and they can ship at once.

"Joe" Martin, who holds down the berth of resident buyer for the J. E. Manix Co., this city, met "Ed" Touhill one day recently in front of W. H. Dunn & Co.'s headquarters. There was a friend with Touhill when Martin strolled along, and the friend was inquisitive.

"What do they use that elevator for, Ed ?" he inquired.

"Just to take down Touhill's orders," was Martin's crisp rejoinder.

Painters have completely transformed the interior of the Maddock Pottery Co 's sample-room at 25 West Broadway. The red tone that formerly dominated the place, even to the cloth coverings on the tables and shelves, has been displaced by three shades of green in the ornamentation of the ceilings, side walls and tables. The selection of green by Mr. Ledden, whose ancestors were English, is quite as remarkable as was the preference for red of his deceased predecessor, Mr. Donoher, who was of Irish parentage

James S. Robertson has recently received some new goods from Furnivals, Ltd., and is showing the "Royal" shape in five new patterns. This is one of the most graceful that the factory has ever turned out. It is an oval, with an inside cover, and is al-

most egg-shaped. As no travelers are sent out with these lines, Mr. Robertson has had colored photographs made. They show as nearly as possible the exact contour and decorations Any dealer desiring these photographs may have them by dropping a line to Mr Robertson at 96 Church street.

No former vase creations by the A. Radford Pottery Co ever "caught on" so thoroughly as have the four specimens that were brought out early in the fall. Their peculiar fitness for the holiday trade has been largely responsible for this degree of popularity. The pieces are quite large and well formed, the body being clothed in a garb of dark green and brown, and superimposing this groundwork are handpainted poppies, wild roses and other floral types in lighter colors. These flowers are executed with fairly close regard to accuracy in coloring, but loyalty to nature is sacrificed whenever tones more in harmony with the groundwork may be employed.

A local branch of the Tajimi Trading Co., importers of Japanese goods, has been established at 545 Broadway, where the third loft is occupied. Mr. Hattori is in charge. The headquarters of this concern are at 63 Summer street, Boston.

There is an illuminated pattern in J. H. Weatherby & Sons' dinnerware selection at Robert Slimmon & Co.'s quarters that is destined to win high favor with American shoppers. The illumination is applied over an underglaze green border print on the "Empire" shape. There is the faintest suggestion of L'Art Nouveau in the sweep and gracefulness of the design In the same exhibit are several other equally meritorious underglaze print patterns. The variety of printed and gold, enameled and gold and gold traced transfer designs is also extensive All of these have been adapted to the "Empire" shape, which is as practical as it is graceful. A novel and very pleasing design on the "Silver" shape from A. J. Wilkinson takes the form of a combination print, gold and floral treatment. There are two decorations of this unique and inviting type, being styled Nos. 2031 and 2032.

An impressive display of fancy glassware from John Walsh Walsh, Birmingham, England, is made by Edward Boote. The items include vases, baskets, candelabra, centerpieces, etc., in varied colors and fashioned along most graceful lines. Radium, mother-of-pearl, green, etched and iridescent are among the delightful effects imparted to the glass. A reproduction of the old satin finish, to which additional beauty is given by acid gold designs, is also employed to fine advantage. Plain crystal is not ignored, by any means, in the assortment. One of the most striking specimens is a rustic centrepiece with six smaller side pieces, which are joined to the taller one by chains of glass. In another section of Mr. Boote's showrooms are some excellent dinnerware decorations in Bishop & Stonier's exhibit. These are not only pretty, but refreshingly new in thought.

IROQUOIS CO.'S ADVERTISING CAMPAIGN.

THE Iroquois China Co., of Syracuse, N. Y., with potteries at Solvay, N. Y., are beginning an advertising campaign in the largest magazines. They are not only advertising to the consumers and telling them of the beauty and strength of their dinner ware, but they are also distributing helps and co-operating to a great extent with the dealer who handles their china. This concern is what might be termed a "youngster" among the potteries of America, but it is certainly stepping to the fore when it adopts such methods for co operation with the dealers. We heartily congratulate them on this progressive movement, and doubtless the dealers do the same.

A BUYER'S IDEA OF LIMOGES.

ONE of best known French china salesmen in New York came back from a Western trip recently with an altered opinion of at least one buyer's trade knowledge. And the latter is in charge of a china department of considerably more than average importance, too.

It was the salesman's first visit to the department, and, desiring to introduce his firm rather than himself, presented the business card of the house, on which was printed in a conspicuous manner "Limoges China."

"Here's the very line that I've been looking for," exclaimed the buyer, as he transferred his glance from the card to the pleased salesman in front of him.

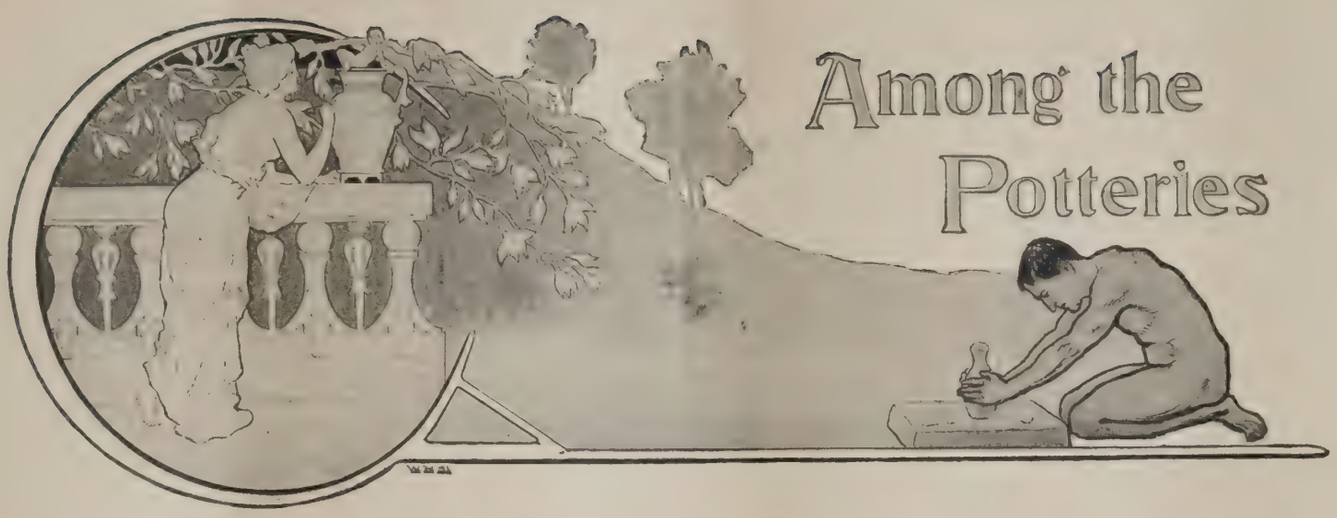
"Glad to hear that," responded the salesman with a broad smile of satisfaction.

"Yes, that's a fact," continued the buyer; "I've been trying for months to find out who made this here Limoges china, but for the life of me I couldn't. Where is your factory located?"

"W-w-why, in France," was the evasive reply of the salesman, who was still uncertain as to whether the buyer was "kidding" or really suffered from ignorance.

"Well, trot out your order-book and let's get down to business. There's been a pretty heavy call here for your line."

The order was landed easily enough, and during the conversation the salesman found thatthe buyer was really unacquainted with the fact that Limoges is the pottery centre of France and not the name of any particular line of china from that country. Is it any wonder that some departments don't pay?



East Liverpool and Vicinity.

The Potters' Co-operative Co. are having a very large demand for their dinnerware, and their hotel china is meeting the requirements of the trade to such an extent that they are pushed to their utmost to fill orders. Their excellent line of specialties is also going well, and the pottery is working to its fullest capacity.

* *

The D. E. McNicol Pottery Co. are very busy, and as the holiday season approaches there is a larger demand than ever for their assortments. It would be advisable for buyers to get their orders in early for these quick sellers.

* *

Walter R. Wearn and J. G. Kaufmann, vice-president and secretary respectively of the Western Glass and Pottery Association, were here a few days ago with the idea of increasing the membership in this District. The mission was successful. A banquet is to be held by the association in Pittsburgh during January. Congressman Jas. Kennedy and Geo. O. Guthrie, mayor of Pittsburgh, will be among the speakers.

* *

The shortage of gas for fuel is being greatly felt. A number of kilns throughout the city have been transformed so that coal can be used, and more are to follow

Trenton.

Several pieces of new and more modern machinery have just been installed in the plant of the International Pottery Co. Among them is a duplex blunger, an improved pug-mill, and a glaze ball mill. The facilities of the pottery are materially increased in consequence of these changes, and the firm will hereafter be better enabled to cope with its growing patronage.

* *

Frank Holmes and Wm. Clayton have been engaged to direct the two new courses of ceramic study in connection with the Art School. Mr. Holmes will instruct in designing and Mr. Clayton in decorating.

* *

Joseph Burroughs, formerly a manufacturing potter in this city, is visiting here again after a prolonged absence. He was only lately discharged from a hospital in Florida, where he had been under treatment for some time because of an injury to his head sustained in a fall.

* *

A contract has been filed for the erection of a three-story brick warehouse for the Monument Pottery Co , to cost about $50,000.

* *

Because of the increasing demand for its portables the General Mfg. and Supply Co. has been obliged to enlarge the department heretofore devoted to the manufacture of these goods. The call has been especially heavy this fall for the new ebony and E finishes. The brushed brass and other standard finishes, too, have been meeting with fine favor.

Wheeling.

The Wheeling Potteries Co. still report an excellent business in all their lines—utilitarian, sanitary and art. Recent additions to their fancy wares are meeting with popular favor and are crowding their decorating rooms to the limit

* *

The Warwick China Co. are working over-time in some of their departments and are turning out an immense quantity of fancy goods. That the progress which this company has made in purely ornamental ware is fully appreciated is proven by the large sales.

New Milford, Conn.

The old Wannopee pottery here has been sold to J. Wirt, who proposes to operate it hereafter for the manufacture of porcelain insulators and other electrical equipment.

Zanesville, O.

The Roseville Pottery Co. is entertaining E. C. Zimmerman, its San Francisco representative, who arrived here from the Coast several days ago Mr. Zimmerman says that 'Frisco is rapidly recovering from the effects of the earthquake and fire and is already showing considerable activity in a commercial way.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending October 9, 1906.

ANTWERP

153 packages glassware.....B Gunthel
39 " " .....Strobel & Wilken Co
28 " " .....Miscellaneous Orders
37 " earthenware .....G F Bassett & Co
7 " .....Ko cherak Bros
8 " " .....E R Thieler
56 " " .....Strobel & Wilken Co
74 " " .....Miscellaneous Orders
64 " toys.....L H Mace & Co
11 " .....Hamburger & Co
52 " " .....C B Rouss
16 " " .....B Illfelder
108 " " .....Strobel & Wilken Co
71 " " .....Miscellaneous Orders

BREMEN

9 packages glassware..... L Straus & Sons
83 " " .....Strobel & Wilken Co
134 " " .....Miscellaneous Orders
25 " earthenware.....L Straus & Sons
11 " " .....Geo Borgfeldt & Co
130 " " .....Strobel & Wilken Co
15 " " .....Miscellaneous Orders
162 " toys.....Geo Borgfeldt & Co
34 " .....Hamburger & Co
55 " " .....F W Woolworth
271 " " .....Strobel & Wilken Co
136 " .....Miscellaneous Orders

BORDEAUX

20 packages chinaware .....Endemann & Churchill
72 " " .....F P Abbot
40 " " .....Vogt & Dose
320 " " .....Haviland & Co

CHRISTIANA

202 packages glassware .....Geo Borgfeldt & Co
10 " " .....E Rorke

COPENHAGEN

79 packages glassware .....Fensterer & Ruhe
8 " earthenware.....Christian Scherfig
56 " " .....Geo Borgfeldt & Co
26 " chinaware.....Christian Scherfig

LIVERPOOL

16 packages chinaware.....Bawo & Dotter
78 " " .....C Ahrenfeldt & Son
26 " " .....F P Abbot
5 " " .....Ceramic Importing Co
24 " " .....Endemann & Churchill
154 " " .....Haviland & Co
1 " " .....Miscellaneous Orders
30 " earthenware.....Geo Borgfeldt & Co
5 " " .....Bawo & Dotter
12 " " .....J Davison
6 " " .....The Rowland & Marsellus Co
16 " " .....Miscellaneous Orders
18 " .....R H Macy & Co

ROTTERDAM

16 packages earthenware.....Bawo & Dotter
16 " " .....L D Bloch & Co
348 " " .....Geo Borgfeldt & Co
2 " " .....L Straus & Sons
10 " " .....A Steinhardt & Co
23 " " .....Samstag & Hilder Bros
64 " " .....Miscellaneous Orders
3 " glassware.....L Straus & Sons
96 " " .....Bawo & Dotter
312 " " .....B Illfelder
95 " .....Miscellaneous Orders
71 " toys.....Samstag & Hilder Bros
40 " " .....Hamburger & Co
36 " " .....Strobel & Wilken Co
34 " " .....Miscellaneous Orders

HAMBURG

87 packages glassware.....Fensterer & Ruhe
56 " " .....F Bing & Co
4 " .....G F Bassett & Co
14 " " .....O Goetz
16 " " .....Higgins & Seiter
29 " " .....Kmy-Scheerer Co
57 " " .....Bawo & Dotter
5 " " .....L Straus & Sons
59 " " .....Strobel & Wilken Co
297 " " .....Miscellaneous Orders
116 " earthenware.....Geo Borgfeldt & Co
29 " " .....Chas Ahrenfeldt & Son
50 " " .....Bawo & Dotter
13 " " .....Fensterer & Ruhe
16 " " .....Higgins & Seiter
30 " " .....Karl Hutter
7 " " .....Julius Palme
8 " " .....N Wapler
24 " " .....G F Bassett & Co
2 " .....C L Dwenger
32 " .....Eimer & Amend
5 " " .....Hamburger & Co
4 " " .....Koscherak Bros
2 " " .....L Straus & Sons
77 " .....Strobel & Wilken Co
137 " " .....Miscellaneous Orders
72 " toys.....Hamburger & Co
29 " " .....Geo Borgfeldt & Co
15 " " .....Samstag & Hilder Bros
2 " " .....Bawo & Dotter
31 " " .....B Illfelder & Co
19 " " .....R H Macy & Co
163 " " .....Strobel & Wilken Co
176 " " .....Miscellaneous Orders
6 " harmonicas.....Strobel & Wilken Co

LIMOGES

124 packages chinaware.....W L Briggs

HULL

21 packages earthenware.....Strobel & Wilken Co
18 " glassware..... " "
48 " toys..... " "

SOUTHAMPTON

86 packages chinaware.....Paroutaud & Watson
13 " " .....Bawo & Dotter
40 " " .....L Straus & Sons
40 " .....J H Venon
36 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

HAMBURG

44 packages earthenware.....Jones, McDuffee & Stratton Co
20 " " .....Brown Bros. & Co
4 " " .....Hamburger & Co
4 " " .....Ferguson & Co
7 " " .....Stone & Downer
26 " " .....Bawo & Dotter
11 " " .....W N Proctor & Co
25 " " .....Chas Emerson & Co
227 " " .....First National Bank
2 " " .....E E Currier
69 " " .....Boston and Maine Railroad
79 " " .....R F Downing & Co
16 " " .....Jordan Marsh Co
485 " .....Geo Borgfeldt & Co
181 " " .....Miscellaneous Orders

LIVERPOOL

38 packages earthenware.....Jones, McDuffee & Stratton Co
10 " " .....Downing's American Dispatch
45 " " .....Miscellaneous Orders

ANTWERP

1 package earthenware.....Jones, McDuffee & Stratton Co
3 " .....Stone & Downer
58 " " .....Geo Borgfeldt & Co
84 " " .....L Wolf & Co

COPENHAGEN

81 packages earthenware.....Geo Borgfeldt & Co



Pittsburg and Vicinity.

A tour through the shipping departments of the glass factories shows better than anything else how busy they are. It is hurry and drive from early morning till late in the evening, while the office force is working overtime making out invoices.

The men on the road all report a good demand for glass The New York and Eastern markets, which have been a little dull for two or three weeks, are looking up, and there has been a decidedly better call from these sections The demand, however, is decidedly erratic from New York. Mails will bring big orders one day and hardly any the next.

The United States Glass Co are favored with an abundance of orders. Their line is so large, covering as it does nearly every kind of ware coming under the head of either pressed or blown goods, that it is no wonder they are crowded. If buyers want anything and do not know just where to get it, they are pretty safe in writing to the United States Glass Co., Pittsburgh, Pa.

Answers have been filed in the Circuit Court by most of the defendants in the case of the Macbeth-Evans Glass Co. vs. Gill Bros. Co. The plaintiff company charges that after it had purchased the exclusive right to a patented glass-blowing machine, at a cost of $300,000, the defendants entered into a conspiracy with the American Flint Glass Blowers' Union to raise the scale of wages in plaintiff's plant and to limit the output of the machine. The latter is designated as a labor-saving device, and for this reason, it is alleged, the defendants, who are competitors, essayed to hamper the other's business. Besides seeking an injunction, ordinary damages in the sum of $850,000 are asked for and then treble this amount, as provided for violations of the anti-trust statute. The defendants deny all of the material allegations.

Sellers McKee, with his wife and son, A. Hart McKee, arrived home from Europe on the Kaiserin Auguste Victoria Sunday morning. It is said that they will make New York their home for the winter, and will be domiciled at the Waldorf-Astoria.

The Phoenix Glass Co. have made a great hit with the new skirt shade. It has many attractive features, one of which is that the skirt does not obscure the light.

Among the concerns that have already engagad rooms at the Monongahela House for the annual exhibition next January are: Jefferson Glass Co , Harry Northwood & Co., Steubenville Pottery Co., Ohio Flint Glass Co., Duncan & Miller Glass Co., Tarentum Glass Co., Roseville Pottery, Zanesville; Cambridge Glass Co., Riverside Glass Co., Eagle Glass and Mfg. Co., Gill & Co., New Martinsville Glass Co., Lippincott Glass Co , Westmoreland Specialty Co.

Howard S. Evans, of the Macbeth-Evans Glass Co , came home last week on the Kaiser Wilhelm der Grosse last Friday. He has been abroad on business for his company for two months.

C. Reizenstein's Sons are enlarging their business at Pittsburgh. They have taken another floor for a showroom and now occupy the whole building. A striking feature of their establishment is that they carry many goods never seen in any other store. Where they get them is a mystery. Louis Reizenstein might be able to tell. The new wareroom will be devoted to electrics, lamps and portables.

Chas. H. Israel, who represents the Wheeling Potteries and the Pittston Glass Co. here, left on Monday night for a trip through Pennsylvania. He has a very handsome wareroom, and the goods make a fine showing.

The Macbeth-Evans Co. have just issued a very handsome catalogue of gas and electrical globes and shades in etched, engraved and cut patterns, together with a long line of lamp globes and shades. That they

have gone into this branch of the business very extensively, the book, which is one of the finest offerings of its kind ever gotten out, conclusively shows.

E. L Hine, with Morgan & Allen, San Francisco, and C. F. Goddard, with the Denver branch of that firm, arrived in Pittsburgh Tuesday to confer with the officers of the National Glass Co., whom they represent in their respective cities, They will be in New York the latter part of this week.

Frank A. Rust has opened a wareroom here and is showing a full line of Japanese goods from L. Werthheimber & Co., of New York. It is the first time a New York house in this line has opened permanent warerooms here, and the venture is a big success.

Rochester, Pa. The Fry Cut Glass Co. have had a great boost by reason of the decision in their favor about pressed blanks. As a result they are getting more orders than ever, aside from the merit of their goods, which is enough in itself to command a big trade. They have recently brought out some new and attractive designs.

Tarentum, Pa. The Tarentum Glass Co are doing a good business. They have a list of regular customers who are always to be depended upon, for they have found the goods of this factory reliable, and consequently come again.

Beaver Falls, Pa. The Co-operative Flint Glass Co. have made a ten-strike with their No. 324 punch bowl It is one of the best things they have ever produced, and the demand is big

Owensboro, Ky. It is quite certain that the operation of the Solar Glass Co.'s co-operative lamp chimney plant here will begin before the end of the month. Fires were started in the tank several days ago. The management of the factory announce that a fine volume of business has already been booked for both globes and chimneys.

Jeannette, Pa. That Geo. W. Blair enjoys the highest esteem of both office attaches and factory employees of the local plant of the Pittsburgh Lamp, Brass and Glass Co. was demonstrated on the occasion of his departure from the company's employ as general superintendent to become associated with the H. C. Fry Glass Co , Rochester, Pa. At ten o'clock in the morning of his leavetaking the factory whistle blew, and Mr. Blair, rushing hurriedly into the yard under the impression that a fire was in progress, found himself surrounded by the factory hands. Before he had recovered from his surprise Edw. Bowers had presented him with a gold watch-fob and diamond-studded locket. This gift came from the factory employees only. Later Mr Blair was presented with a silver loving cup by the office force and heads of departments. W. J Gilmore, who succeeds Mr. Blair, made the presentation speech. Mr. Blair made fitting responses to both presentations

Joseph Tompkinson, who has been representing the National Glass Co in Philadelphia, will hereafter have charge of the commercial end of the McKee-Jeannette Glass Co., and will control the marketing of the goods from the factory.

Wellsburg, W. Va. The Riverside Glass Co. are always on the lookout to improve not only the quality of their metal, but the designs also, and have produced some excellent sellers. Their great specialty, clinched-on collar lamps, are so well known that it seems hardly necessary to call attention to them, and yet there may be some buyers who do not carry them. If so, the quicker they take on the line the better it will be for them.

Advertising glassware is being made by the Lobmiller Co , which plant is now being operated by C. G. Buchanan.

Bowling Green, O. It has been found necessary by the Ohio Cut Glass Co. to engage additional room. The Chidester block on North Main street has been rented until January 1, and fifty frames will be installed there at once. The present quarters of the firm will also be retained.

THE FIRM'S POINT OF VIEW.

IN a recent issue the CROCKERY AND GLASS JOURNAL took occasion to rather harshly criticise the judgment and fairness of the Pettibone-Peabody Co., of Appleton, Wis , in posting in its store a notice which we regarded as anything but complimentary to commercial travelers. The firm takes exception to our fault-finding and explains its action in the appended letter:

APPLETON, WIS., Oct. 5, 1906.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir—We feel that a misunderstanding of the matter is responsible for your recent uncomplimentary reference to our posting of notices relative to traveling salesmen. Perhaps if you will look at this matter from another point of view it may appear differently to you. You do not realize, or, at least, do not have the opportunity of knowing, that some very fresh young men go out on the road They are

not representative of their class, and it is to them that this notice was issued. Our business is one of the largest in the State of Wisconsin, as well as one of the oldest, and it is safe to say there are a hundred or more commercial travelers who appreciate the business given them by our firm and who are met as friends and are treated in a most friendly and courteous way.

Let me ask you this question: If you were operating a store and had a department (we will say) like the lace department, with three young women in it, and in the middle of the afternoon some fresh sales man hung around the department the whole afternoon, what would you think about it? The young women in the department do not have the courage to snub such people, and they are not especially offensive to them; but it is no place for salespeople around a dry goods store in the middle of the afternoon Another fact that you not know is that the bulk of the business in most stores is done between 2:30 and 5 o'clock. More and more business concentrates at that hour, and it is very annoying to the management to have the attention of the salespeople distracted.

I might say for your further information that I have a large number of letters from firms, and have had a larger number of favorable comments from gentlemen traveling men—men who think that they suffer (that their occupation suffers) because of a type of traveling salesmen who bring discredit upon the class and who need just such calling down. No commercial traveler has taken exception to this notice, to our knowledge, except those to whom the coat might fit.

I want to add that I do not believe there is one store in a hundred (I mean a store of any importance) where traveling salesmen are treated with the courtesy they are by the Pettibone-Peabody Co. I have had occasion to call down my buyers for not giving proper attention to salesmen. You cannot realize what it means to a concern the amount of time taken to look at samples—oftentimes almost certain that one would not buy.

If I personally did not have a warm spot in my heart for commercial travelers, and did not number among my best friends a host of the "knights of the grip," I should feel differently about such a criticism as yours. Very truly yours,

GEO. F. PEABODY.

BERGEN FAMILY IN CUT GLASS.

THROUGH the recent death of Mrs. Catherine Bergen in Meriden, Conn., the fact became known that three of her sons, two grandsons, one brother, and also a son-in-law, are prominently identified with the cut glass industry. Still another son, who died last April, was also similarly engaged in business. Mrs. Bergen's three sons are J. D., who is the head of the J. D Bergen Glass Co., Paul, a department manager with the same concern, and Chas. B, who is in charge of the company's New York office. Her grandsons, W Tracy and J. Valentine Bergen, are road salesmen for the same firm. The son to whose death allusion is made was Thos O. Bergen. He was superintendent of the Meriden factory. The late Mrs. Bergen's brother is John J. McCue, of John J. McCue & Son, cut glass manufacturers in Brooklyn. Her son-in-law is John J. Niland, head of the cut glass firm of that name in Meriden. It is rather remarkable in view of this liberal representation of Mrs Bergen's surviving family in the cut glass trade that neither she nor her husband was interested in the business, nor were any of their predecessors.

TO SELL THE BELL POTTERY.

THE plant of the Bell Pottery Co., Columbus, O., which recently went into the hands of a receiver, will be sold to satisfy the claims of the creditors. The court has authorized the receiver to pay the factory employees for services rendered between September 1 and 17, and will appoint appraisers to examine the worth of the stock and buildings some time this week.

A receiver has also been appointed for a retail store in Chicago owned by the embarrassed company. The applicant for the receiver was Edw. F. Bell, who alleges that he advanced $20,000 to the company several years ago and took as security the notes of officers of the corporation.

IN THE HOUSEFURNISHING WORLD.

Fire recently destroyed the Leamington, Ill., basket factory.

* *

A crockery and glassware department has been added by the Metuchen, N J., Hardware Co.

* *

The new department store of the J L Brandeis Company, Omaha, Neb., was opened recently.

* *

The M. P. Adjustable Shade Bracket Co., Denver, Col., has been chartered with $10,000 capital.

* *

The Meyer Hardware and Housefurnishing Co. has succeeded the Greimer Co , in Evansville, Ind.

* *

Younker Bros., Des Moines, Ia., recently celebrated the fiftieth anniversary of their commercial existence.

* *

The F. P. O'Connor Co., Boston, Mass., has been incorporated to operate specialty stores. Capital, $100,000.

* *

The Newark Arcade, a general department store in Newark, N. J., has been incorporated with a capital of $100,000.

* *

The Curtain Rod Manufacturing Co., New York City, has been incorporated to deal in curtain poles, etc. Capital, $15,000.

* *

The department store of J. E. Hayes, Johnson City, Tenn , was destroyed by fire recently. Stock was valued at about $10,000.

* *

Simonds & Adams, Haverhill, Mass., have completed the enlarging of their store. The selling

space, which has been increased fully one third by the change, now covers 40 000 square feet.

* *

The American Wire Brush Co has been incorporated under New York State laws to manufacture brushes, brooms, dusters, etc Capital $50,000.

WESTERN SYNDICATE OPENS LOCAL OFFICE.

AN Eastern office of the recently organized Pacific Syndicate Stores Co has been established in room 516 Barclay building, at 299 Broadway, this city. H B. Wood, formerly with F. W Woolworth & Co., and J K. Prugh, heretofore associated with Western department stores as buyer of crockery and housefurnishings, have been placed in charge, Mr Prugh and the Hon Truman Reeves, State Treasurer of California, who is the new syndicate's secretary-treasurer, were callers at our office on Wednesday, and explained that the company is to control a chain of fifty 5, 10 and 15 cent stores along the Pacific Slope, with Seattle, Wash , as the most northern city included in the circuit, and San Diego, Cal., the most southern. Stores have already been established in Los Angeles, San Diego, San Bernardino, Red Lands and Riverside

The Pacific Syndicate Stores Co was incorporated but a few weeks ago with a capital stock of $500,000 Its headquarters are located at 1031 Ellis street, San Francisco In addition to Mr. Reeves, the board of directors includes Col. J B Fuller, president, who is now Government Pension Commissioner at San Francisco; Capt E. E. Caine, capitalist and shipbuilder at Seattle, Wash ; Col. J. W Fisher, of Los Angeles; and T. K. Statler, general agent of the Northern Pacific Railroad.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words) PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Experienced traveling salesman to sell both bottles and table glassware. All communications strictly confidential. EVANSVILLE GLASS CO., Evansville, Ind

BUSINESS OPPORTUNITIES.

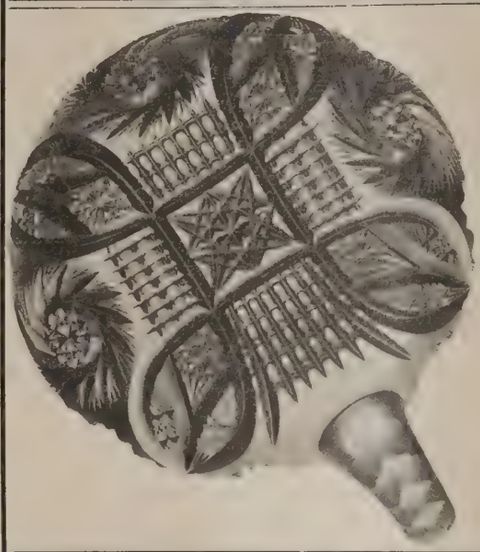
WANTED—A line of domestic glassware, on commission basis, for New York city and surrounding district, or including the East. Have an established trade and a good showroom in city. Address Box 417, this office

A NICE, clean importing china business in New York. A bargain for the right party Price is right. This is a rare chance in the right city Reason for selling—other business requires more attention. Address Box 418, this office.

FOR SALE.

FOR SALE—Glass works (12-pot furnace and day tank) now in successful operation. Well located for manufacturing and shipping. Owners are building larger plant in order to meet demands of increased trade. For further particulars address OWNERS, this office.

FRY CUT GLASS
QUALITY TESTED



Those who have tested the quality of Fry Glass buy it again.

Highest Honors at Lewis & Clark Exposition.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

James Douglass,

24 Park Place, New York,

SOLE AGENT IN THE UNITED STATES.

FACTORIES

Clementson Bros.,
HANLEY.

Pearson & Co.,
STOURBRIDGE.

Aynsley's China,
LONGTON.

Bretby Art Pottery Co.,
WOODVILLE.

IMPORT SAMPLES NOW COMPLETE AND INSPECTION SOLICITED.

Japanese and Chinese Porcelains

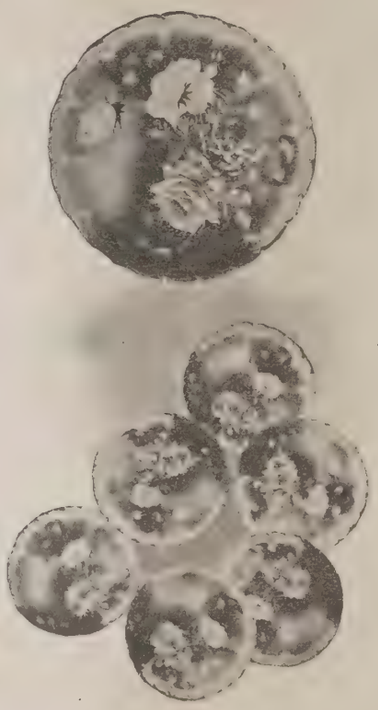
IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.



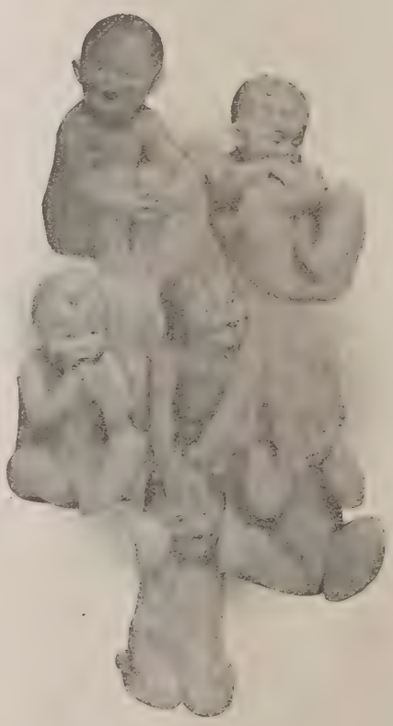
No. 3646C. 7 pc. Salad Sets. Retail at $3.50 set.

Salad Sets of Stunning Style

These sets are of really stunning appearance. A beautiful rose study has been applied, resting on modulated ground tints of harmonious blending An edge of coin gold gives caste to the ensemble. If the china wasn't of fine quality much good effort would have been wasted—but, it is a splendid German make. A wedding present of low price, with great "show" qualities.

Bawo - and - Dotter

26 to 34 Barclay Street, - New York



No. 3647C. 6 kinds. 6 in. high. Retail at $ .50 each.
No. 3648C. 6 kinds. 11 in. high. Retail at $2.75 each.

B. & D. Bisque Babies In New Poses

There is no disputing the fact that these figures look like real babies, with the proportion, flesh tints and facial expression of life —the essential features of correct figure making. A young woman is the modeler, and her equal is not to be found in Europe. The 11 in figures are almost life size, and as window pieces will keep a crowd in front of your store day and night

Bawo - and - Dotter

26 to 34 Barclay Street, - New York

Supplement Your Import Arrivals From Our Stock.

WE have good supplies ready for immediate delivery in German Fancy Goods, Dinnerware in FRENCH, GERMAN, AUSTRIAN and ENGLISH makes, BASSETT CHINA and ENGLISH STOCK PATTERNS. An inspection of our LINES will prove advantageous to you.

Geo. F. Bassett & Co.,

49 Barclay Street and 52-54 Park Place,

NEW YORK.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street, New York City.

WE are showing a full line of

J. H. WEATHERBY & SONS'

underglaze prints, printed and gold, illuminated, enameled and gold, and transfers, with gold tracery, on the "EMPIRE" SHAPE. This is one of the most practical shapes ever put on the market, and is shown in a great variety of patterns at very moderate prices. Everyone who has handled Weatherby's wares knows they are the most durable goods made in the Staffordshire potteries. Every progressive dealer should have them.

A. J. Wilkinson, Ltd. Bourne & Leigh. Upper Hanley Pottery Co. J. H. Weatherby & Sons.
R. Sudlow & Sons, Teapots.

EDWARD BOOTE,

Importer of China, Earthenware and Glass,

46 West Broadwav, New York.

Cauldon China and Earthenware.
Boote's Vitrified Hotel Ware.
Bishop & Stonier Dinner Ware.
Gibson & Sons' Teapots.
John Walsh Walsh Glass.
Samuel Ford & Co.'s Cheap Dinner Ware.
Edinburg & Leith Glass Co.'s Rock Crystal.

W. H. GRINDLEY & CO.

have the honor to announce the production of

"The Duchess,"

a most noble and suitable companion to the "WHITE MARQUIS."

Full particulars on application

W. S. PITCAIRN,

44 Murray St., New York.

Maddock & Miller,

53 Barclay Street, New York.

WE invite the (comparatively) few dealers who do not now handle Maddock's ENGLISH Royal Vitreous Dinner Ware to call when in New York and see the most successful retailers made. We keep them in STOCK, both OPEN and CRATES, which insures a service and satisfaction that are unique and not approached by any other line

If you knew what we have new here in cheap prints, short lines and dinner ware from Allerton's you would certainly

"Walk In and Look Around."

Remember!

THAT we carry twenty OPEN STOCK DINNER WARE patterns in New York always ready for immediate delivery. We know there will be a demand for stock goods this fall, and we have prepared to supply the wants of all dealers who will need fine wares.

We shall be glad to send colored illustrations of our Dinner Ware patterns to any who may request them.

In addition to our French China lines we call attention to our Bohemian Table Glassware, both plain and engraved, from stock or import.

We have also many novelties in our new import lines of French China Dinner Ware for Spring delivery.

Special attention is called to our large and varied stock of White China for Decorators. Catalogue and price list sent on request.

ENDEMANN & CHURCHILL,

50 Murray St. New York.

SOLE AGENTS FOR

L. BERNARDAUD & CO.,

Limoges, France.



SOMETHING OUT OF THE ORDINARY.

WE are going to do something for you, Mr. Dealer, that will liven up your sales in the China Department. Here's an advertisement that will appear in the November issue of the "Ladies' Home Journal" and will be seen by 6,000,000 readers.

We are directing them to your store, where they should be able to find

"IROQUOIS CHINA."

This advertising will not be for one time, but will run many months, and the demand for "IROQUOIS CHINA" will grow larger every month. It's up to you to be prepared to take care of this demand. There's a good profit in it for you.

Write to-day for samples, prices, booklets, etc.

IROQUOIS CHINA CO., Syracuse, N. Y.

CROCKERY AND GLASS JOURNAL

NEW YORK, OCT. 18, 1906.

THE CONDITION OF BUSINESS.

New York. Shopping has acquired increased activity in this city and Brooklyn during the past week or two. Reports of a similar tenor are also being received from other large retail centres. In this regard only have business conditions heretofore been disappointing. The purchasing spirit in cities of 100,000 population and less has been keen throughout the fall season, but in the more largely populated cities there has not been displayed the same proportionate desire to spend money. There was no known cause for this reluctance of people in larger centres to make purchases, for their prosperity has been fully as pronounced and their material needs have been as great as the residents of less important places. But, reason or no reason, the fact has been only too apparent up to a couple of weeks ago that they have not been purchasing very spiritedly. With their change of attitude the already healthy state of trade should experience an added stimulus.

Fresh evidence of the prevailing era of prosperity crops up almost daily. One of the most impressive proofs is found in the financial status of the State of Kansas, which is disposed at times to do a little calamity-howling. The Bank Commissioner's statement shows that the total deposits in all of the Kansas banks is more than $140,000,000, an increase of $10,000,000 in six months, principally made by farmers. This is a deposit of $105 for every man, woman and child in Kansas.

That the road salesmen continue to enjoy splendid success is attested by the quantity and character of the mail orders. These are being received from every section.

The arrival here of out-of-town merchants has lately been somewhat below expectations. But the argument is advanced, and evidently with justification, that this denotes a condition of activity at home that renders it unwise for them to spend the time necessary to visit New York. To this disposition to remain at their stores may be attributed in one respect the unprecedented success of the traveling salesmen.

Preparations for the holiday season are now in progress, and lines that are especially adapted for this class of trade are in great request. The sale of toys, of domestic as well as foreign manufacture, was never before equalled. It is worthy of comment, too, that the more expensive creations have been in unusually fine demand.

Trenton. Manufacturers here are more concerned these days about the satisfactory shipment of goods than the acquirement of fresh business. Every factory is running up the very handle, and the receipt of orders hasn't abated, by any means. Last fall's record will probably be eclipsed in an emphatic fashion. It is significant that the bulk of the business is from the smaller cities and

towns, the larger centres not having bought in nearly the same proportion. The only discordant note heard relates to the inclination of merchants to buy the cheaper lines. Greater preparations than usual had been made this year by the potteries to market goods of the more expensive variety, but the trade has not selected them with the liberality hoped for.

In the lamp and portable field the reports are also quite encouraging. Decorated lamps have not moved as snappily as customary, but the sluggishness in this regard is atoned for by the brisk sale of portables.

East Liverpool and Vicinity.

The potters are not complaining a little bit about the orders they are receiving, but they are feeling pretty badly over their inability to fill them on account of the gas shortage. Trade is and has been good right along for several weeks, and is coming from all over the country. The demand for fancy goods is increasing all the time, and the best makes get the most calls.

Pittsburg and Vicinity.

The factories are all working full, but are hampered somewhat on account of a short supply of workers, with the result that there is some delay in shipments. While the orders are not particularly large, they are numerous, and come from every section of the country. The best demand is from moderate-sized cities and towns. The call from the larger places like New York and Chicago is not as good in proportion as it is from places of 10,000 to 50,000 population. The South and far West are doing remarkably well, particularly the Pacific Coast.

The chimney business is getting to be very good. Most of the factories are well supplied with orders, and a few are crowded.

Wheeling and Vicinity.

Everybody in the glass business in this section is busy. It is not a question of orders, but of filling those already on hand. While every effort is made to clear the packing room one day, the next will find it more crowded than ever.

The potteries are working to their fullest capacity and yet cannot reduce the order-files, as every mail adds more than the shippers can dispose of. Never in the history of the plants in Wheeling have they had more business than at the present time.

"BUT you are not an orphan, are you, little boy?"

"I might as well be. Pa is a travelin' man and ma is always a delegate to somethin' or other."

BUSINESS BRIEFS.

A factory has been opened in High Point, N. C., for the manufacture of art glass, etc.

Johnson & Co., Yuma, Ariz., are to deal exclusively in crockery and hardware hereafter.

Miller & Williams have lately added a crockery department to their store in Newport, Wash.

L. H. Jeannot has purchased the Kendley Furniture and Crockery Co.'s business in Sand Point, Idaho.

T. S. Martin & Co., Sioux City, Ia., have added a china and glass department, 50 x 150 feet, to their store.

The Heroy Glass Co., Camden, N. J., has been incorporated to manufacture art glass, etc. Capital, $50,000.

In the new store of McCreery & Co., on 34th street, this city, the china and bric-a-brac department is located on the sixth floor.

A charter has been issued to the Meyer & Schamber Jewelry Co., Meridian, Miss., dealers in jewelry, glass, china, etc. Capital, $40,000.

The Higbie-Barbour Manufacturing Co., Brooklyn, N. Y., has been incorporated to manufacture silver plate, etc. Capital, $150,000.

Walker & Eastman have succeeded Wolflin & Gardner as managers of the Rackett Co., Tucson, Ariz., dealers in china, glassware, etc.

The Italian Art Tile and Mosaic Co., has been chartered under New Jersey laws with $500,000 capital stock. Registered office, Camden, N. J.

Incorporation papers have been filed by the M. B. Paige Co., Boston, dealers in crockery, etc. Capital $20,000. M. B. Paige, of Peabody, Mass., is president and treasurer.

Geo. W. Davis & Co., Rochester, N. Y., have just issued their 1906-07 white china catalogue and price list. It is the most comprehensive thing of the kind ever published by the concern.

John W. Ridgeway's china store in La Porte, Ind., was visited by fire recently, but the flames were extinguished before more than a few hundred dollars' worth of damage had been done.

Without special display the magnificent new building of B. Altman & Co., situated on Fifth avenue

and extending between Thirty-fourth and Thirty-fifth streets, this city, was opened last Monday morning.

Pending the completion of its permanent building at 292-294 Second street, corner of Folsom, San Francisco, Cal , the Hollub-Gabriel Co. has established temporary headquarters at its warehouse, No. 40 Tehama street, between First and Second and Howard and Folsom streets.

FOR HIGHER PRICES.

AT a recent meeting of the Glass Association held in Pittsburgh it was resolved that higher prices were absolutely necessary, and a committee was appointed to look into the matter. The committee met on Tuesday of this week and is now preparing its report.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

W W Anderson, of Anderson Bros Co, hf, Portsmouth, O. Breslin.
F M Taylor, with Hochschild, Kohn & Co, hf, Baltimore. Woodstock.
J Kohnfelder, with Siegel, Cooper & Co, hf, Chicago Grand.
J Lee Richards, with Stewart D G Co, hf, Louisville, Ky.
Mr Valentine, with W M Whitney & Co, c, Albany.
Mrs Norse, with Woodward & Lothrop, c, Washington.
Fred Acklin, of Walton & Acklin Co, c, Tyrone, Pa.
W F Kaiser, c, Brownsville, Pa.
F W Gremmels, with Emery, Bird, Thayer D G Co, t, Kansas City, Mo. Grand.
A T Rathbun, with John A Roberts & Co, hf, Utica, N Y. Herald Square.
G Louis, with Woodward & Lothrop, t, Washington Broztell.
Jas Hogan, with Denholm & McKay Co, hf, Worcester Mass.
Omaha Crockery Co, l, Omaha, Neb.
Seligman Co, l, Tamaqua, Pa.
Bermuda Hfg Supply Co, l, Hamilton, Bermuda.
E E France & Co, l, Kent, O.
J O Brown, l, Adams, N Y.
C Doane, l, Rockville, Conn.
Lytle Store Co, l, Minersville, Pa.
Livermore & Martin, l, Holyoke, Mass.
Foley & McAlpine, l, Stamford, N Y.
L Moses, with Stern & Co, c, Cleveland, O.
John A Roberts & Co , Utica, N Y.
S R Powell, Ridgeway, Pa.
E E France, c, Kent, O.
H A Shupp, c, Wilkes-Barre, Pa.
Edw Stevens, c, Henderson, N C.
Gamble, Desmond & Co, c, New Haven, Conn.
H J Bowman Co, c, Alton, Ill.
Almy & Almy, c, c, Avoca, N Y.
J H Walker, c, Rockport, Ind.
Tonick & Shallet, c, Torrington, Conn.
Bliss & Nye, c, New Bedford, Mass.
Wm Bell, c, Franklin, Pa.
C G Aldrich, c, Winsted, Conn.
M Bernheimer, of Bernheimer Bros, t, Baltimore. Broztell
V M Smith, with Carter D G Co, t, Louisville, Ky.
Gildersleeve Bros, c, Mattituck, N Y.
Sibley, Lindsay & Curr, c, Rochester. N Y.
Tilden, Thurber Co, c, Providence, R I.
Howland D G Co, c, Bridgeport, Conn.
John W Scott, c, Cadiz, O.
W F Kaiser, c, Brownsville, Pa.
Walton & Acklin Co. c, Tyrone, Pa.
C F Gardner, c, Jacksonville, Fla.
L Lorch, Jr, of G E Lorch & Bro, t, Pittsburgh. Imperial,
J H Wakelin, of McAuslan & Wakelin, hf, Holyoke, Mass Navarre.
J R Milner, of J R Milner Co, hf, Lynchburg, Va. St Denis.
Howard & Barber, l, Derby, Conn.
C T Shearer Co, l, Worcester, Mass.
Geo W Heins, l, Sunbury, Pa.
Beck Bros & Co, l, Williamsport, Pa.

BOSTON HAS A NEW FIRM.

AN important change has just taken place in the retail circles of Boston. Dodge, Spear & Co., a newly-organized firm, has succeeded the Pitts-Kimball Co. The Dodge included in the new firm's name is Jas. Dodge, who resigned as merchandise manager for Houghton & Dutton, after a brief period of service, to become identified with the concern. Mr. Dodge is well remembered here because of his earlier connection with the Fourteenth Street Store as merchandise manager.

BARBERTON'S CREDITORS TO MEET.

NOTICES have been sent out by Dayton A. Doyle, referee in bankruptcy for the Barberton Pottery Co , calling a meeting of the firm's creditors on Friday, October 26. It will be held in Mr. Doyle's office in Akron, O., at 10 a. m. This meeting has been arranged for the purpose of taking action relative to the trustee's report that he has in hand $15,660,72, which sum is applicable to the payment of dividends.

GLASS SUPERINTENDENT'S QUEER WILL.

WHEN the will of the recently-deceased Thos. L. Kerr, late superintendent of the Continuous Glass Press Co , Dunbar, Pa., was admitted to probate several days ago it was found to contain a most unique provision. After bequeathing all his property to his sister, he closed the document with this:

"I don't want a lot of money squandered on my burial. My sister needs the money, and any old place will do for my burial. I want a box of $7 cigars given to the pallbearers I want J, P. Hazlett, John Orr, George Baker and R. Montgomery to serve, and if they are living let them carry the old man to the grave; and when the ground is dumped in and I am covered let them shake hands at the grave, then go home and take a drink, and know that if there is a place hereafter I will meet them there."

Tel. 3231 Cort'andt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

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Make all checks and drafts pavable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 18, 1906.

ENCOURAGING COMMERCIAL EDUCATION.

WHILE the movement has been delayed for an unnecessarily long time, it is gratifying to note at last an increasing activity among American manufacturers and merchants in the plan to establish schools for commercial education. In this respect the United States has for a long time been far behind many European countries. The schools have passed the experimental stage in Italy, Switzerland, Austria, Germany, Belgium and France, and are now component parts of the educational scheme of those countries. In Switzerland there is scarcely a city of even moderate size which has not a flourishing school of commerce. One town of less than 18,000 inhabitants, Newchatel, has a commercial school of 700 boys and yonng men. Among the latter are about twenty-five American boys, who are being educated for business careers in this country.

To no other fact, possibly, can Germany's admittedly great commercial progress be traced than the encouragement of education along these lines. There are four kinds of commercial schools in that country. One provides an elementary business training for boys up to the age of sixteen or seventeen years. The other three are of an advanced character. German boys are not turned adrift educationally at the age of fourteen, as is the case in this country, but, instead, the Government demands that all apprentices of whatever occupation shall attend class instruction for ten or twelve hours a week for three years. Many of these young Germans, after acquiring this education, are entering the business houses of England, and their capacity has forced a recognition in King Edward's domain of the desirability of such education.

The growth of American interest in the idea has been emphasized lately by the institution of commercial educational schools in Boston and Philadelphia. It is still too early to estimate the resultant benefits, but once they are fully appreciated it is believed that other cities will take up the matter. The aim of these schools is to impart to young men leaving grammar schools and other institutions the technical knowledge necessary in the management of business. They are intended not only for boys who have not yet finished their period of school attendance, but also for ambitious employees who desire to receive the detail training that they may be deprived of in the hustle and bustle of business in the houses where they may be employed. For the latter, of course, it would be necessary to conduct evening classes so that their regular business duties might not be interfered with.

The argument that actual business experience is the best possible education for these young men may be entirely true, but there are intricate details in connection with modern commerce that school education of the kind proposed would impart more rapidly and quite as thoroughly. They would, at least, become familiar with the technical phase of commerce in this way, and the practical application of their knowledge would be made possible in the store or the factory.

PERSONAL.

NO other person is contributing more largely to the reconstruction of San Francisco these days than F.W. Dohrmann, of the Dohrmann Commercial Co. It was he who, when the rebuilding of the city began, was selected by the relief corporation as the man best fitted for the chairmanship of the rehabilitation committee. His vigorous and yet conservative work in that capacity attracted the attention of not only his townspeople, but likewise extended to Washington. Consequently, when Ernest P. Bicknell was obliged recently to resign as the American National Red Cross Society representative in the relief work in San Francisco Mr. Dohrman was promptly appointed as his successor. The honor, needless to remark, has found an appreciative recipient.

An office-caller several days ago was John Brown, of Chicago, who, with Lee Worthington, of Hot Springs, Ark., is interested in the Ouachita Pottery Co., of Hot Springs. This pottery was established a year or more ago with the primary object of experimenting with clay from a bed near Mountain Valley, Ark., which the two gentlemen own. The project seems to

have become something more than an experiment, for the product of the plant is being marketed quite extensively in the West. The bed of clay which they control is 9,000 feet long, 1,200 feet wide and 150 feet deep above the level of the valley.

⚜

J. W. Collins, formerly president of the New Martinsville Glass Mfg. Co., has been appointed general manager of the Mound Valley, Kas., Glass Co., makers of blown goods and stemware.

⚜

Philip L. James, an active associate member of the firm of Marshall Field & Co, Chicago, is to be married on November 3 to Miss Alice Stobo, of this city. Mr. James was a nephew of the late Marshall Field and a beneficiary under his will. After a short wedding trip he and his bride are to make their home in Chicago.

⚜

Justin Tharaud has gone West with additional new samples from Endemann & Churchill for a tour that will last several weeks.

⚜

W. M. Oddie has resigned as manager of Schuneman & Evans' china department in St. Paui, Minn., to associate himself with the Cleveland, O , headquarters of the Geo. H, Bowman Co. He joins the latter firm November 1, and in the meantime is enjoying a well-earned vacation in the woods of northern Minnesota. The hunting party of which Mr. Eddie is a member is encamped near Virginia, Minn.

⚜

I. Sidney Hirsch has closed negotiations with the Tajimi Trading Co., with whose New York salesrooms he will hereafter be associated. Mr. Hirsch will assist Mr. Hattori, the local manager of the concern.

⚜

John Q. Adams, formerly buyer for Simonds & Adams, Haverhill, Mass., is now acting as S. Y. Pierce's assistant in the management of the Henry Siegel Co.'s china department, Boston.

⚜

Peter Buettgen, formerly a china painter in Chicago, Ill., and E. H. Bazzett, who was manager of a jewelry house in the same city, have formed the Pacific Coast China Co., with headquarters in Seattle, Wash. The firm is to engage in general china painting, etc.

⚜

H. A. Clark, of the Pittston Cut Glass Co., was a recent New York visitor.

⚜

An office-caller Mononday was H. A. Koll, manager of Hamburger & Co 's china and housefurnishing department in Los Angeles. Mr. Koll leaves for the West in a few days. accompanied by his wife and four-year-old son, who have been making their first visit to New York. Mr Koll is very enthusiastic concerning the new store that Hamburger & Co. are erecting in Los Angeles. It will, when completed next June, possess a frontage of 300 feet and a depth of 350 feet. There will be five floors and a basement, with china and housefurnishings occupying the third floor.

⚜

R S. Krauss is now in charge of the Shartenberg & Robinson Co.'s china department, Pawtucket, R. I. Mr. Krauss's former business connections were with G. Fox & Co., Hartford, Conn , and the Siegel-Cooper Co., this city.

⚜

Wm. Burgess, the former pottery manufacturer, reached New York on Sunday aboard the Cedric after an extended visit to Europe. He was accompanied by Mrs. Burgess, their daughter and a lady friend. They left immediately for their home in Morrisville, Pa., on the opposite side of the Delaware river from Trenton.

⚜

Herman Halle returns this week from a protracted Western tour in behalf of the National Brass and Iron Co. His trip has occupied nearly four months.

⚜

Walter R. Wearn is spending a few days in New York preparatory to his departure on another extended tour of the South and West with samples from the Riverside Glass Works, Indiana Glass Works and Rochester Tumbler Works. The trip will probably keep him away until the middle of November.

⚜

Wm. D. Dougherty is patrolling the Eastern market with the Consolidated Lamp and Glass Co.'s line. He opened the expedition several days ago and will remain on the road until the latter part of November.

⚜

Daniel Taylor, general manager of the Pittsburgh Lamp, Brass and Glass Co , arrived here on Tuesday for a stay of a few days.

⚜

Mr. Cooper is making his annual visit to New York in the buying interests of the Bermuda Housefurnishing Supply Co., of Hamilton, Bermuda.

⚜

Geo. W. Brownley was among the Deutschland's passengers who returned from Europe last Thursday. His stay in New York was limited to a couple of days, he now being on the road with samples from Hamburger & Co.

⚜

Acquaintances of F. A. Richter were pleased to greet him in the Distrist on Tuesday. Mr. Richter was some years ago a member of the china importing firm of Chas. A. Vogt & Co., on Murray street. He is now vice-president of the J. R. Dawson Mfg. Co.,

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makers of wire goods, and is in charge of the concern's New York office.

Jos. Moore has become the manager of A. Lisner's china department in Washington, D. C. A couple of months ago Mr. Moore resigned as assistant buyer at Koch's on 125th street, this city, to succeed E. W. Hammond as buyer at the Adams Dry Goods Co. The subsequent merging of the latter concern with the H. O'Neill Co. subordinated his position to such an extent that he concluded to accept the Lisner opening.

POTTERY PRODUCTION LAST YEAR.

SOME interesting facts are disclosed by the government statistics recently issued concerning pottery production in the United States. The figures denote that Trenton still leads in the matter of aggregate output. The clay commodities considered in the compilation of these statistics include not only general ware, but also sanitary goods and electric porcelain. During 1905 the sales reported by Trenton potteries attained a total of $6,169,833, or 22.10 per cent of the entire pottery product of the United States. In 1904 they marketed goods to the value of $5,540,718, or 11.35 per cent less than in 1905.

The East Liverpool output in 1905 reached $5,986,061, or 21.44 per cent of all pottery products, which represented a gain over 1904 of 13.46 per cent. White granite and porcelain constitute largely the product from East Liverpool. The value of white granite alone from that centre last year was $4,721,810, or 78.87 per cent of the city's total pottery product. Yellow and Rockingham, which are not manufactured at all in Trenton, also figure in the East Liverpool list. But Trenton, unlike East Liverpool, is conspicuous for its sanitary wares, which last year reached a value of $3,042.147, and also for its hotel and bone china lines.

Between them, Trenton and East Liverpool produced in 1905 just 43.54 per cent of all the pottery products of the country. These two sources also made 50 21 per cent of all the white granite turned out of American factories.

Nearly equal quantities of electrical porcelain were made in the two cities in question during 1905. Together, they were responsible for 47.07 per cent of the nation's output. They also produced 64.85 per cent of all the miscellaneous pottery products of the country.

During the year Trenton turned out 57.14 per cent of all the china products of the country, all of the bone china, and 66.17 per cent of the country's sanitary product.

The pottery imports into the United States last year are announced at $11,976,062. The home production reached $27,918,894, which, added to the imports, created a total of $39,894,956. After deducting the exports there appears to have been a net consumption of $38,880,947, of which the domestic production was 71.87 per cent, the highest percentage ever recorded except in 1902. In the latter year domestic pottery was represented by a percentage of 72 91 in the consumption.

A falling-off in the manufacture of china was noted in 1905. The year's product reached a value of $1,429,730, or 10 06 per cent less than in 1904. This is partly explainable by the fact that there were eleven firms making china in 1904 as against nine last year.

A BIG LAMP SALE.

WHEN the National Brass and Iron Works, of Reading, Pa., determined to go out of the lamp line the last week in September they offered their stock for sale at inducing prices, and called S. H. Martin home to market the goods. The second day after his return he closed out the entire stock, consisting of 3,898 lamps, to the Dives, Pomeroy & Stewart Syndicate. This is one of the biggest lamp sales on record.

JAS. E. NORRIS FOR PRESIDENT.

WHILE the annual session of the United States Potters' Association does not take place until early in December, preliminary plans are already being arranged. The Hotel Raleigh, in Washington, D. C., will probably be again selected as the place of meeting. It is expected that the presidency will this year be transferred to a Trenton manufacturer. East Liverpool has been in possession of the office for three years, Jos. G. Lee retiring after serving one year in favor of W. E. Wells. The likely selection is Jas. E. Norris, of the Anchor pottery. Mr. Norris has been an active member of the association for some years and is known to possess the qualities demanded of the incumbent of this office. He is said to have the endorsement of every other Trenton manufacturer for the berth.

ASBESTOS PORCELAIN.

HOUSEMAIDS and runaway bulls must hereafter direct their destructive capabilities to something less resisting than porcelain. This conclusion is warranted by the announcement that an asbestos porcelain, absolutely unbreakable, has been discovered. The Chicago *Tribune* says of the matter: "Asbestos porcelain is the name given by Garres to a substance originated by him which in every particular equals the properties of porcelain and in some particulars is credited with advantages. Asbestos fibres are thin,

their diameter varying from 0.00016 to 0 0002 millimeter, so that an exceedingly fine powder can be obtained from them. This powder is mixed with water to form a paste, which is kneaded, again mixed with water, dried, kneaded once more, and finally forced into suitable molds. By heating the objects in a crucible to a temperature of 1700 degrees centigrade a product resembling ordinary porcelain as regards transparency is obtained. If this is heated for eighteen hours at a temperature of 1200 degrees a porous asbestos porcelain of pale yellowish or white color results, provided care is taken to wash the powder previously with sulphuric acid."

GLASS SUPERINTENDENT KILLED IN FIGHT.

B. R. JONES, proprietor of a billiard parlor in Charleroi, Pa., is in jail charged with having caused the death of Frank Kelly, the newly-appointed superintendent of the Macbeth-Evans Glass Works. Mr. Kelly was on his way to the factory in Charleroi one morning recently when he stopped to chat with two or three acquaintances. Jones, who was among the latter, became involved in an argument with the glass superintendent, and finally a fight began. Kelly was knocked down and so badly hurt that he died a short time later. His assailant was immediately arrested.

IN THE HOUSEFURNISHING WORLD.

Ahrens' Department Store, Sterling, Ill., has been chartered with $25,000 capital.

* *

The A. M. Krueger Mfg. Co. has begun the making of broom handles in Belleville, Tex.

* *

The Steel Stamping Co., New York City, has been incorporated to deal in metal goods. Capital, $2,000.

* *

The warehouse of the Wisconsin Pail Co,, Oconto, Wis., was recently destroyed by fire. Loss about $10,000.

* *

The Le Roy, N. Y., Stamping Co. has been incorporated to manufacture sheet metal stamped goods. Capital, $15,000.

* *

With $50,000 capital, the United Mfg. Co , of Bridgeport, Conn., has been incorporated to deal in pails, mop-wringers and other household articles.

* *

The erection of a large addition to Bernheimer Bros.' department store, Baltimore, Md., begins shortly. It will be located on the opposite side of the street from the rear entrance to the present establishment and will be connected with the latter by a tunnel.

* *

About February 15 next the Bon Marche department store will be opened in Los Angeles, Cal., by the Le Sage Bros. Co., recently incorporated with $300,000 capital.

* *

The thirty-fourth fall opening of the Porteous & Mitchell Co., Norwich, Conn., last week was rendered especially interesting by the opening of the enlarged and remodeled store.

USE MOTOR CARS TO CARRY WARE.

IN the fight which certain English manufacturing potters have inaugurated against alleged unfair rates by railway companies, Clementson Bros., of Hanley, have adopted a unique weapon. They have secured a motor-car to carry their ware instead of the railways. The car carries a load of six tons and hauls a trailer with a further load of four tons. The initial trip was to Liverpool, but it is expected in time to run to Manchester and Birmingham.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g Sept. 25,'06	Corresponding period 1905	Exports Jan. 1 to Sept. 25 '06	Corresponding period 1905
Boston	581	356	5407	4425
New York	729	709	4828	5220
Baltimore.	1362	1065	11024	9235
Philadelphia.....	41	67	900	710
New Orleans ..	335	267	3127	2855
Newport News....	104	128	1080	795
San Francisco.....	149	115	1298	849
Portland (Me.) ..	97	11	693	345
Galveston.....	103	114	1081	764
Portland (Or.).	17	71	705	418
Inland Points.....	927	801	9109	10858
Total ..	4445	3704	39251	36474

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end g Sept. 29,'06	Corresponding period 1905	Exports Jan. 1 to Sept 29,'06	Corresponding period 1905
New York	116	101	4920	5334
Boston	94	96	5490	4248
Philadelphia.... .	10	10	870	729
Baltimore ...	282	221	11254	9474
San Francisco....	....	60	1268	849
New Orleans	28	72	3328	2857
Portland (Me.)...	89	5	631	202
Galveston	....	4	1058	750
Newport News....	54	69	965	864
Portland (Or.)....	..	17	756	418
Inland Points.....	193	356	9943	10543
Total....	816	1011	40478	36268



QUITE a fair delegation of buyers has been noticed here since Monday. They are mostly seekers after stock goods and invariably evince a desire to get back to their departments as soon as possible—which tells its own story of the prevailing business activity.

A shipment of crystal and gold glassware has just been received at Chas. Ahrenfeldt & Son's quarters It contains many entirely new designs, especially those of the strawberry and cherry types that have the gold touched up with color. The items include comports, bonbons, baskets, vases, trays, bowls, grapefruits, cocktail sets, decanters and fruit-stands.

Jeweled china is a Bawo & Dotter offering that ought to prove popular. The embossed and naturally-colored "jewels" are on the edge, and in the centre are reproductions of old paintings on an iridescent green ground. The effect is decidedly rich.

Visitors to the showrooms of Edw. Boote have lately been attracted by the "Maypole" table decoration from the factory of John Walsh Walsh. It consists of rustic glass posts, either of crystal or straw opalescent, which are connected by glass chains. These posts may be arranged so as to suit tables of any shape or size. A tall centerpiece represents the maypole, from the top of which are suspended chains that stretch to any required number of posts surrounding it. This glass chain is one of the most interesting of recent novelties.

It is scarcely necessary to direct attention to Maddock & Miller's position as a stock house for English goods. The maintenance of open stocks in their New York headquarters and also in bonded warehouses at Baltimore serves to convey some idea of their importance in this particular. Fully twenty-five open stock patterns are now being carried in the local warerooms, representing the productions of John Maddock & Sons, Chas. Allerton & Sons and Price Bros. Merchants who, either because of over-caution or unexpected prosperity, find themselves confronted by depleted stocks are daily having their necessities gratified by this house. And there's more, too, for the next fellow.

Suspended from the ceiling in C. Dorflinger & Sons' main salesroom is a recently-installed crystal glass chandelier of unusual massiveness and beauty. It contains seven distinct rows of pendants, from the lowest one of which arise ten projecting arms of crystal with incandescent bulbs on the end of each. The chandelier is about five feet long and presents a particularly fine appearance when lighted.

Positioned on top of W. H Dunn's desk is a bust showing the modeling skill of W. A. Long, of the Clifton Art Pottery Co. The subject is an Irishman of a purposely exaggerated type, from between whose lips protrudes a pipe the bowl of which is intentionally made larger than usual in order to serve as a receptacle for matches.

Flower pots attired in the highly popular "Danish" pattern from Furnivals are fresh arrivals at Jas. S. Robertson's showrooms. There are five sizes in the assortment, ranging from four inches to nine inches. The shape is plain except for the ribbed surface characteristic of the "Danish" decoration. These pots are intended particularly as receptacles for flowers in connection with table ornamentation, although they also serve admirably for mantel, window and other methods of floral display.

An important fact in connection with Shimamura & Co is the control and operation of their own factory in Kioto, Japan. This enables them to guarantee positively exclusive designs. Such an assurance is calculated to appeal particularly to jobbers, to whom the firm also offers special jobbing prices An extensive stock is carried at their American headquarters, 579 Broadway, and among them are many things

especially adapted for the holiday trade—the fancy decorated china line being notable in this regard. Early in January a host of import samples will arrive, and jobbers desiring control of special designs should make their preferences known as promptly as possible.

An unusually spacious loft has been leased at 545 Broadway by the Tajimi Trading Co., with S. Hattori in charge. Heretofore, during the firm's ten years' American experience, its business has been conducted solely through Boston headquarters. But the growth of its patronage has rendered imperative the opening of New York salesrooms. The name Tajimi is traceable to the location of the concern's home office in Tajimi, Japan, where it controls the output of a factory that produces some exquisite porcelains. Tokio, Satsuma, blue and white, Kaga, Seipo, Imari and Awazi are among the lines in their assortment. The last-named has been a particularly brisk seller. Other items in the exhibit include brass and bronze wares, lacquered ware, lanterns, dolls, toys, etc

Beautiful colorings and finely-proportioned shapes distinguish the product of the Tivoli Art Glass Co., of which an extensive display is made at 87 Maiden Lane. The items include vases, bowls, comports, globes and various other pieces intended for either use or ornament. A most effective color combination in this line consists of a rich green body surmounted by fantastic designs in strong relief that are covered with silver. This combination of silver and green is exceedingly rich. There are other equally alluring blendings of colors in this exhibit, which, the firm very properly declares, "includes every tint in the rainbow."

OBITUARY.

CHAS. H. HACKEMEIER died recently at the Evangelical deaconess hospital, St. Louis, Mo., after a long illness. He suffered from dropsy and heart disease. Mr. Hackemeier, who was aged fifty-five years, occupied the office of vice-president in the Doerr-Hackemeier Co., St. Louis, dealers in crockery, glass, lamps, etc. His widow and three children survive.

The death of Fred L Block, junior member of the firm of Schipper & Block, Peoria, Ill., to which we briefly alluded in our last issue, was caused by a railroad wreck at Troy, N. Y. He was returning from an Eastern trip with his wife when the wreck occurred and he was instantly killed.

Robert W. Gilchrist, son of the late Robert Gilchrist, founder of the Gilchrist Company, died suddenly at East Ridge, N H , where he had gone for the benefit of his health. Mr Gilchrist was but thirty-six years old. Up to a year ago he had been connected with the Shepard, Norwell Co

England recently lost by death two of her most prominent pottery manufacturers—Geo Woolliscroft and Ezra Bourne. The first-named was the founder of the firm of Geo. Woolliscroft & Son, Ltd., and Mr. Bourne was a member of the firm of Bourne & Leigh.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of August, 1906, compared with the same month in the preceding year, are as follows:

	1905	1906
Great Britain	$243,685	$314,032
Austria	139,526	111,154
France	172,895	203 893
Germany	649,819	566,815
Other Europe	27,980	37 946
Japan	135,551	225 185
Other Countries	9,919	12,320
Total	$1 379,405	$1 471,845

FOR EIGHT MONTHS ENDING AUGUST.

	1904	1905	1906
Great Britain	$2 0 0, 31	$1,811 549	$2,047,557
Austria	492,312	569,884	614,944
France	1 '83 351	1,083 019	1,246,628
Germany	2 8 .542	3,182,357	3,101,529
Other Europe	2 0,147	216,661	224,371
Japan	4 5,819	709,050	1,182 5 6
Other Countries	59,423	73,163	89,172
Total	$7,310,225	$7,645,183	$8,506,717

TOYS

	1905	1906
France	$ 21,496	$ 23,570
Germany	839,848	877,893
Other Europe	30,694	43,782
Other Countries	8,398	17,679
Total	$900,416	$962,924

FOR EIGHT MONTHS ENDING AUGUST.

	1904	1905	1906
France	$ 109,715	$ 90,897	$ 116,369
Germany	2,615,388	2,903,549	3,321,149
Other Europe	104,787	100,313	136,760
OtherCountries	82,047	82,865	141,095
Total	$2,941,937	$3,177,624	$3,715,373

GLASSWARE.

AUGUST.		FOR EIGHT MONTHS ENDING AUGUST.		
1905	1906	1904	1905	1906
$336,220	$344,001	$1,847,706	$1,901,5 0	$2,037,443



East Liverpool and Vicinity.

Last Thursday and Friday half the potteries in East Liverpool were either partially or wholly shut down for the want of gas. An agent of the company visited East Liverpool and Wellsville on Friday and ordered that no more gas be used in the kilns. As nearly every kiln in the various potteries was filled and waiting to be fired, the loss will be considerable. In the face of this order the company asserts that it has plenty of gas—an absurdity so obvious that many of the plants are already changing back to coal as fuel Added to the potters' troubles is the fact that the Pennsylvania railroad is short of cars. Freight for New York and Brooklyn was refused for four days last week.

* *

The Knowles, Taylor & Knowles Co. are just getting out a new china set, samples of which were shown for the first time last week. It is a very graceful oval, with an inside cover. The plate is flat, after the style the French manufacturers have adopted in their endeavor to get a flat plate without exactly copying the English. The new Knowles, Taylor & Knowles plate is not an imitation of either, while combining the good qualities of both. No embossing is shown on any of the pieces.

* *

The Homer Laughlin China Co are taking no chances on the gas question, but are changing over to coal as fast as possible. They are crowded with orders and cannot afford to keep their customers waiting. They have a number of new things in fancy goods coming through in time for the holidays. Geo. W. Clarke has returned from an extensive trip along the Pacific Slope. He experienced a particularly fine trade, and says the popularity of local pottery on the Coast was never before so convincingly demonstrated.

* *

With over three hundred kilns here using coal, East Liverpool is likely soon to seriously threaten the fame of Pittsburgh as the "Smoky City." Some difficulty is being experienced in the changing of the fuel supply from gas to coal, the equippment of coal-carrying cars being inadequate. Some shipments have been received via the Ohio river and a fair quantity has also come by rail. But it has not been enough to satisfy the manufacturers. It is expected that the situation will be relieved as soon as the railroad people are allowed sufficient time in which to adopt their facilities to meet this new and somewhat unexpected demand.

* *

The following East Liverpool gentlemen have just been added to the membership roll of the Western Glass and Pottery Association: Jos. G Lee, John M. Tompkinson, Samuel B Larkins, J R. Warner, Robert M. Slack, John N. Taylor, Harry B. Bradshaw, Hugh A Hamill, J. L. Maloney, Francis I. Simmers, A. L. Hendershott, John S Goodwin, W. H. Cooke and W. G L. Paine.

* *

The National China Co. are suffering, along with others, for want of gas, but are doing all they can to keep up shipments. The shortage came without warning, and they trust their customers will appreciate the situation and have a little patience.

* *

The Goodwin Pottery Co. are making some very pretty fancy goods both in semi-porcelain and a china body. The shapes are classical and the decorations artistic.

* *

Will L. Taylor, who has been in ill health for some months, had an operation performed recently whereby a piece of hone was removed from his nose. He is recovering rapidly and expects to soon regain his wonted health. He is at Battle Creek, Mich.

* *

Julius Levy, of Brooklyn, was in East Liverpool last week. He says he is gettting of out "thirds" as fast as possible and is turning his attention to imported goods, having associated himself with Moses Heumann, youngest son of L. Heumann.

* *

The Cartwright Bros. have been crowded with orders all the fall. With a foresight which has stood them in well they worked full through the summer,

and have consequantly been able to draw from stock. While they are inconvenienced by want of gas, they are filling all orders promptly.

* *

Pen pictures and photographs do not begin to convey an idea of the immensity of the colossal plant at Newell. In a tour throughthe buildings with your correspondent Benj. Harker did a little figuring and discovered that the amount of ware possible to stack up in the main building would equal the capacity of 6,120 cars, or 1,124 trains of fifty cars each. The main building is 600 feet long and has five stories and basement. Another building 600 feet long has three stories and basement. The office building is 64 x 64 feet, and there is a big straw house There are thirty kilns, not counting the decorating kilns.

* *

Homer Taylor, with the Knowles, Taylor & Knowles Co., is at Battle Creek, Mich , on account of the illness of one of his children. He has been away for a month, but is expected back soon.

* *

At a recent meeting here the joint size committee, composed of members of the United States Potters' Association and delegates from the National Brotherhood of Operative Potters, finished its long and arduous task. The trouble heretofore experienced in fixing a price for making certain articles will now be removed. The effort to adjust these prices has required eighteen months' time, during which there were numerous sessions, and many items were inserted in the list. It will be remembered that a few years ago the operatives and manufacturers each maintained a standing committee to whom each dispute as to size and price was referred as it came up It was soon found that the disagreements were so numerous and in many cases the questions so unimportant that it was scarcely worth while to spend the time considering them. In spite of the fact that this joint arbitration board held regular sessions and did their utmost to keep up with the volume of business referred to it for settlement, the work steadily accumulated, and some way out of the difficulty was eagerly sought by both sides. It was at this point that a suggestion was made to settle upon a standard of sizes which should be compiled by representatives of both sides of the question, and later adopted as a basis by which to settle every dispute. It has taken a long time to complete the work, but those who have followed its progress all the way believe they have something upon which they can rely for all time. The list includes every standard article made in a pottery

Beaver Falls, Pa.

Business here is good. The Mayer Bros. have made a reputation on their underglaze prints which keeps them going along in a strong, even way. They are now getting out a new line of jugs in very pretty designs. One is called "King Pin" and the other "Argyle." Both are above the average in attractiveness.

Trenton.

While on their wedding tour, Mr. and Mrs. J. Frederick Coxon spent a few days here last week as the guests of the groom's father, Jonathan Coxon, formerly active in the pottery industry. The couple came on from Quincy, Mich., where the bride, formerly Miss Vivian E. Kinyon, resided. During their stay in Trenton Mr. and Mrs. Coxon were royally entertained by the senior Coxon and his family. They left on Friday for their future home in Tiffin, O., where the groom is general superintendent of the Great Western Pottery Co.

* *

Chas. E. Hayes has retired from the furniture and carpet business after a rather lengthy experience, and, like most other men who leave the trade, is unable to longer dissociate himself from the pottery industry. He intends to return to it this time as a road salesman, and is in correspondence with a couple of concerns relative to an engagement of that kind. During his furniture career Mr. Hayes acted as his own traveling salesman, and is therefore well qualified for the position.

* *

State Librarian Henry C. Buchanan and Mrs. Buchanan were the recipients last Thursday of a handsome vase from the Trenton Press Club, of which he is a member. It was produced by Lenox, Inc., and is one of the most artistic pieces that ever issued from that establishment. The painting has for its subject "A Belle of the Moors," which is splendidly executed.

* *

Wm. L. Tickell perambulated Eastward this week with fresh samples from the International Pottery Co. His itinerary calls for a tour covering several weeks.

El Reno, Okla.

Plans are being drawn for the erection of a plant for the newly-organized El Reno China Co. The pottery will occupy a site 480 by 140 feet. Work on the building commences in a few days.

Corona, Cal.

There is every reason to believe that an art pottery will soon be established here. E. B. Collier and Wm. Sargent have for some time been endeavoring to interest capital in the project. A. Moore, of Long Beach, was here a few days ago to look over the situation with a view of investing in the enterprise.

Wheeling.

The Warwick China Co, are having a big run on all their lines, and particularly on specialties They have so many good thing in these that all hands are pushed to keep up with the demand. They have plenty of gas

in Wheeling so far, and are not anticipating any trouble in this particular.

* *

The Wheeling Potteries Co. are full of business. They are getting out many attractive patterns, and have some new things in contemplation for next season.

Steubenville, O.

The Steubenville Pottery is better off than the factories up the river in that it still has gas. Arrangements are being made to put in larger pipes, so that with less pressure they will still have an abundant supply. Business is good with them.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending October 16, 1906

HAMBURG

641	packages	glassware	Brown Bros
10	"	"	L D Bloch & Co
39	"	"	F Euler & Co
153	"	"	O O Friedlander
10	"	"	Fondeville & Van Idersine
7	"	"	Kmy-Scheever Co
476	"	"	W R Noe
4	"	"	Samstag & Hilder Bros
3	"	"	J Wygand & Co
1	"	"	C Ahrenfeldt & Son
9	"	"	G F Bassett & Co
15	"	"	F Bing & Co
68	"	"	Fenesterer & Ruhe
11	"	"	Knauth, Nachod & Kuhne
158	"	"	L Straus & Sons
12	"	"	Zeh & Co
59	"	"	Strobel & Wilken Co
435	"	"	Miscellaneous Orders
65	"	chinaware	The Julius Levy Co
244	"	earthenware	Geo Borgfeldt & Co
18	"	"	L D Bloch & Co
20	"	"	B Illfelder & Co
155	"	"	J Wygand & Co
834	"	"	F W Woolworth
69	"	"	Bawo & Dotter
11	"	"	Chas Ahrenfeldt & Son
10	"	"	G F Bassett & Co
14	"	"	F Bing & Co
3	"	"	M Kirschberger
5	"	"	Knauth, Nachod & Kuhne
65	"	"	Julius Palme
3	"	"	L Straus & Sons
13	"	"	Samstag & Hilder Bros
6	"	"	N Wapler
48	"	"	Strobel & Wilken Co
105	"	"	Miscellaneous Orders
1	"	toys	Samstag & Hilder Bros
232	"	"	B Illfelder & Co
38	"	"	F W Woolworth
48	"	"	Geo Borgfeldt & Co
32	"	"	Hamburger & Co
8	"	"	F A O Schwartz
1	"	"	G W Travers
127	"	"	Strobel & Wilken Co
144	"	"	Miscellaneous Orders
8	"	harmonicas	Strobel & Wilken Co

HAVRE

89	packages	chinaware	Haviland & Co
86	"	"	F P Abbot
7	"	"	Parcutaud & Watson
25	"	"	Vogt & Dose
13	"	"	Miscellaneous Orders
28	"	glassware	E Utard

ANTWERP

297	packages	glassware	B Gunthel
23	"	"	J M Shaw & Co
7	"	"	Hamburger & Co
21	"	"	J D Bergen Co
17	"	"	Strobel & Wilken Co
287	"	"	Miscellaneous Orders
54	"	earthenware	G F Bassett & Co
13	"	"	Bawo & Dotter
13	"	"	Geo Borgfeldt & Co
13	"	"	Hamburger & Co
27	"	"	Koscherak Bros
86	"	"	L Straus & Sons
47	"	"	O Goetz
38	"	"	Strobel & Wilken Co
30	"	"	Miscellaneous Orders
65	"	toys	L H Mace & Co
148	"	"	C B Rouss
23	"	"	R H Macy & Co
49	"	"	F W Woolworth
102	"	"	R F Downing & Co
73	"	"	Hamburger & Co
3	"	"	Geo Borgfeldt & Co
28	"	"	Strobel & Wilken Co
128	"	"	Miscellaneous Orders

BREMEN

5	packages	glassware	L Straus & Sons
18	"	"	Geo Borgfeldt & Co
3	"	"	Hamburger & Co
4	"	"	A Steinhardt & Bro
82	"	"	Strobel & Wilken Co
143	"	"	Miscellaneous Orders
17	"	chinaware	The Julius Levy Co
33	"	earthenware	Geo Borgfeldt & Co
30	"	"	Karl Hutter
20	"	"	Knauth, Nachod & Kuhne
3	"	"	N Wapler
115	"	"	Strobel & Wilken Co
30	"	"	Miscellaneous Orders
293	"	toys	Geo Borgfeldt & Co
61	"	"	Hamburger & Co
72	"	"	B Illfelder
46	"	"	A Steinhardt & Co
278	"	"	Strobel & Wilken Co
131	"	"	Miscellaneous Orders

TRIESTE

11	packages	glassware	J Palme
24	"	"	Koscherak Bros
17	"	"	L Straus & Sons

CHRISTIANA

46	packages	glassware	Geo Borgfeldt & Co
14	"	"	Miscellaneous Orders
2	"	chinaware	Ceramic Importing Co

COPENHAGEN

501	packages	glassware	Fensterer & Ruhe
17	"	chinaware	Christian Scherfig
528	"	earthenware	Geo Borgfeldt & Co
26	"	"	Bawo & Dotter
1	"	"	Christian Scherfig
3	"	"	Fensterer & Ruhe

ROTTERDAM

161	packages	earthenware	Bawo & Dotter
47	"	"	L D Bloch & Co
308	"	"	Geo Borgfeldt & Co
29	"	"	B Illfelder
69	"	"	L Straus & Sons
68	"	"	Samstag & Hilder Bros
1	"	"	A Steinhardt & Co
16	"	"	Strobel & Wilken Co
80	"	"	Miscellaneous Orders
3	"	toys	Hamburger & Co
20	"	"	Bawo & Dotter
278	"	"	B Illfelder & Co
38	"	"	R H Macy & Co
148	"	"	Samstag & Hilder Bros
31	"	"	F A O Schwartz
61	"	"	Geo Borgfeldt & Co
20	"	"	A Steinhardt & Co
49	"	"	Strobel & Wilken Co
145	"	"	Miscellaneous Orders

LIVERPOOL

100	packages	chinaware	C Ahrenfeldt & Son
10	"	"	L D Bloch & Co
204	"	"	Haviland & Co
42	"	"	Endemann & Churchill
38	"	chinaware	The Julius Levy Co
4	"	earthenware	Geo Borgfeldt & Co
17	"	"	J Davison
46	"	"	Maddock & Miller
19	"	"	Meakin & Ridgway
14	"	"	L Straus & Sons
34	"	"	R Slimmon & Co
4	"	"	Pawo & Dotter
10	"	"	G F Bassett & Co
9	"	"	E Boote
6	"	"	J Wygard & Co
86	"	"	Miscellaneous Orders

HULL

29	packages	earthenware	Strobel & Wilken Co
36	"	glassware	" "
70	"	toys	" "

SOUTHAMPTON

88	packages	chinaware	Paroutaud & Watson
4	"	"	Geo Borgfeldt & Co
6	"	"	Bawo & Dotter
13	"	"	L D Bloch & Co
42	"		Blakeman & Henderson
4	"	"	Ceramic Importing Co
13	"	"	C L Dwenger
7	"	"	Hamburger & Co
10	"	"	A G Moment
22	"	"	L Straus & Sons
10	"	"	Vogt & Dose
7	"	"	J H Venon
66	"	"	Wm Guerin & Co
26	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

83	packages	earthenware	Jones, McDuffee & Stratton Co
10	"	"	Downing's American Dispatch
11	"	"	A W Chesterton
4	"	"	Jordan Marsh Co
2	"	"	Reichner Bros
87	"	"	Mitchell, Woodbury Co
64	"	"	Miscellaneous Orders

MERCHANTS TO FIGHT PARCELS POST PLAN.

THE Merchants' League of America is the name of a new organization which has recently established headquarters at No. 280 Broadway, New York. The literature of the league states that its object is to defeat parcels post legislation by Congress, which, it claims, is being fostered by the mail order houses. The New York office is in charge of Mr. E. S. Luther, the secretary of the league. Discussing the parcels post, Mr. Luther said recently:

"The smaller the merchant, the smaller the jobber, and the smaller the manufacturer, the more vitally is he affected by the parcels post plan advanced by the catalogue mail order interests, for its establishment by Congress would enable the big corporate houses to completely undersell the small merchants and drive them out of business.

"This would mean calamity to thousands of communities, closing up small shops, throwing employes out of work, canceling the orders to jobbers and manufacturers, cutting down the business of local banks, reducing the advertising in local newspapers, and depreciating property values in the smaller communities. And all for the unfair enrichment of the few men controlling the catalogue mail order business of the country, who desire to have the Government deliver their sales at ruinously low prices.

"The establishment of a domestic parcels post means the multiplying by many times of the already enormous annual deficit of the Post Office Department, a deficit which increased from less than $3 000,000 in 1902 to more than $14,500,000 for the fiscal year 1905. For the fiscal year ending June 30 1906, it is believed the deficit will exceed $15,500,000, while competent authorities figure that under a domestic parcels post the annual deficit would reach an annual total of $150,000,000.

"Such a deficit would have to be made good by the Government through by the taxation of the whole people, falling largely on the men who would be injured by the busines gains of the catalogue mail order houses. Thus summed up, the campaign of these catalogue mail order houses is to compel the small merchants of the country to pay the cost of their own extermination. The plan would fail if the Government were to carry parcels at rates which would make the establishment of a parcels post self-supporting, and accordingly the rates fixed by the catalogue mail order interests would provide a revenue estimated at not more than one seventh the cost to the Government for handling the business.

"Representatives of the catalogue mail order houses, in urging the establishment of a domestic parcels post, cite the example of Germany, where there is such a system, and where the postal department annually earns a surplus about equal to the present deficit in this country They do not, however, point out the fact that the average haul of parcels in Germany is forty miles, while the average parcel haul in this country is 442 miles, or more than eleven times what it is in Germany Neither do they point out that in Germany the population is dense, running nearly 500 to the square mile, while in the United States it is scattered, and averages less than twenty-five to the square mile. The carrying charges here and the cost of distribution over wide areas would make the cost to the Government far higher than in any European country

"It is to fight this insidious plan to crush out the small merchants and make the victims stand the expense that the Merchants' League of America is working. Blanks are furnished on request. The main work of the organization consists in preparing and distributing literature to the business men and to the newspapers of the country, showing the dangers confronting the whole people.

"The League also is working to have local business men in all sections secure pledges from their present Congressmen and from men running for Congress this fall to vote against the parcels post proposition when it comes up for action in Washington."



Pittsburgh and Vicinity.

The glass men are perplexed. The so-called truant law prohibits the employment of boys under sixteen in the factories, and the work can not well be done by any other class of laborers. So strict is the enforcement of the law that in many establishments it is almost impossible to make enough glass to fill orders. All kinds of men have been pressed into service to help out. Old hands who long ago gave up blowing and pressing have been acting as carrying-in boys. Besides not having enough to go round, the expense is enhanced. Men doing boys' work will not labor for boys' pay. Even the superannuated old codgers demand and get double the wages that the boys received. This means that there must be an advance in prices, as there is a positive loss on all glass made under present conditions. Of course, all orders now in will be filled, but the trade may expect a raise in the near future.

More glass men were seen in Pittsburgh last week than for many a day. The Glass Association, which includes nearly every manufacturer in the country, held a meeting, and it so happened that the managers of the National Glass Co. were called here at the same time for a conference. At the Glass Association meeting the labor question was discussed at some length, the scarcity of boys being a serious menace to the business.

Walter Lindsay, with Duncan & Miller, came in last week. His firm are at work on a new set which he thinks will excel anything they have ever turned out.

Frank S. Bannister, now in the real estate line, was a guest at the Monongahela House last week. He is just as energetic as ever, and is doing well.

The United States Glass Co. report a good demand for ware of all kinds, some departments being crowded. While they, in common with others, are short on boys, they have managed to press into service enough people to secure a good production, and are filling orders as quickly as possible.

"Uncle Joe" Harris was at the Monongahela House this week. He is "making good" as a sand salesman.

The Phoenix Glass Co. are crowded with orders and are running every department to the limit. They are making a very high grade of gas and electric goods, and the finer the ware the better the demand. Some special designs made to harmonize with the architecture of expensive buildings are very artistic.

Beaver Falls, Pa.

The Co-operative Flint Glass Co. are busy in all their lines of specialties. The new punch bowl particularly is in great request. Manager Kline, besides having about all one man can do in the factory, was last week busy with a local improvement which the town is putting through. For years Beaver Falls has been trying to get the Beaver River improved, and this year success has crowned its efforts. A great banquet was held Friday night, at which many notables were present. Mr. Kline was on the committee, and as he generally does what he sets out to do with all his strength, he materially aided the good cause.

Tarentum, Pa.

The Tarentum Glass Co. are shipping many goods, and would ship more were it not that they are handicapped by the prevailing scarcity of boy labor. An annoying, but at the same time very complimentary, incident occurred last week. They shipped a car load of pressed glass over the Penn. R. R., billed in the usual way. The car was held up on the plea that it was cut glass and should be charged double first class rates, or full cut glass tariff. Much correspondence ensued, but the chief of inspection insisted that it was cut glass. He had examined it and knew.

The rate was paid under protest, and the matter is now in controversy.

Steubenville, O.

The Jefferson Glass Co. are very busy in all branches. "Gus" Frohme has boomed things since he took hold—not the least of his work being the erection of a new factory across the river at Follansbee. When this is finished it will not only be the best equipped plant in the Ohio Valley, but the handsomest, being built of white brick and of fine architectural appearance. It is planned to be ready for occupancy in December.

Bellaire, O.

The big Imperial is running to its fullest capacity. They are not suffering from shortage of labor as much as some other plants. The facilities and comforts for the workers are such that operatives are only too glad to obtain employment here. The success of this concern is attested by the fact that they will pay another one per cent dividend this month. The stock touched 112 last week.

Martin's Ferry, O.

The West Virginia Glass Co. are forging ahead at a great rate. The increase of business from one month to the next is only limited by their ability to produce the goods.

Moundsville, W. Va.

At the Fostoria they are working full time in every department, and fresh orders are coming in by every mail. They could use more boys if they could get them, and are offering inducements to farmers' sons to come in. The best proof of the way business is going here is that the shares of the company are in active demand at a constantly-increasing price. Last week the stock was quoted 112 bid.

Bridgeport, O.

Although the Crystal Glass Co are on full time and turning out a lot of glass, the orders are still accumulating. They are working on a new pattern for the spring trade which promises to be a winner

Wheeling W. Va.

The North Wheeling Glass Works have started up after a period of idleness during which many needed repairs were made. Everything is running smoothly now, and with a good supply of orders on file there will be plenty to do for the rest of the fire.

The Central Glass Works are crowded with orders and are pushing the factory to its utmost capacity. Like all the other plants, they are short of boys, but are managing to get along very well, considering

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—For Canada, a traveling representative to cover the trade thoroughly, either on salary, commission, or combined basis, by manufacturers of a superlative line of table glassware and specialties. Address Box 419, this office.

SITUATIONS WANTED.

WANTED—Position with china importing house by salesman who has had twelve years' experience and who is well acquainted with the trade. Address Box 420, this office.

BUSINESS OPPORTUNITIES.

A NICE, clean importing china business in New York. A bargain for the right party. Price is right. This is a rare chance in the right city. Reason for selling—other business requires more attention. Address Box 418, this office.

THE new commission salesroom in Baltimore, Maryland, solicits display of samples for the china, lamp, glassware and house-furnishing trade. JAMES E. PEARSON & SON, agents for manufacturers and importers, 205 West Fayette St., Baltimore, Md.

WANTED—A line of domestic glassware, on commission basis, for New York city and surrounding district, or including the East. Have an established trade and a good showroom in city. Address Box 417, this office

FOR SALE.

FOR SALE—Glass works (12-pot furnace and day tank) now in successful operation. Well located for manufacturing and shipping. Owners are building larger plant in order to meet demands of increased trade. For further particulars address OWNERS, this office.

FRY CUT GLASS
QUALITY TESTED



Those who have tested the quality of Fry Glass buy it again.

Highest Honors at Lewis & Clark Exposition.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Japanese and Chinese Porcelains

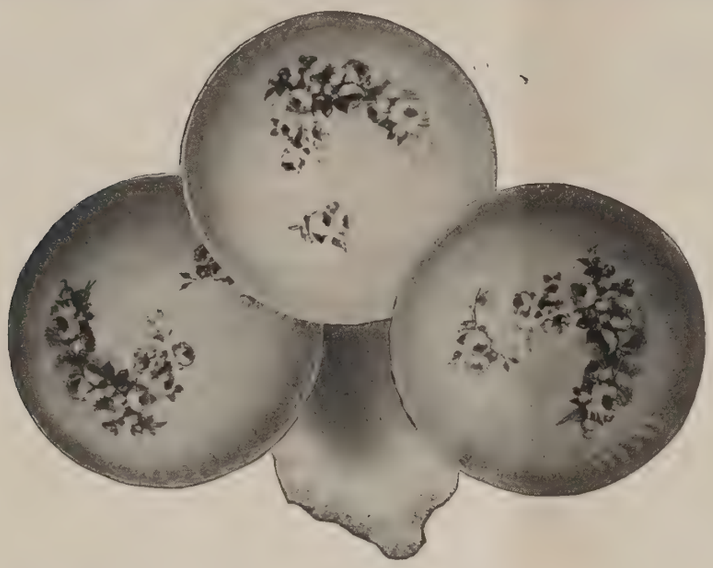
IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.



China Jobbing Lines— Spring Delivery. Import Samples Now Ready.

THE displays of past years are quadrupled in this year's B. & D. showing of German, Austrian and French fancy lines and dinner ware for "Spring Import."

Large buyers will inspect this notable display as soon as possible, realizing that early deliveries are contingent upon early orders.

BAWO & DOTTER

26 to 34 Barclay St., New York.

Supplement Your Import Arrivals From Our Stock.

WE have good supplies ready for immediate delivery in German Fancy Goods, Dinnerware in FRENCH, GERMAN, AUSTRIAN and ENGLISH makes, BASSETT CHINA and ENGLISH STOCK PATTERNS. An inspection of our LINES will prove advantageous to you.

Geo. F. Bassett & Co.,

49 Barclay Street and 52-54 Park Place,

NEW YORK.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street, New York City.

AS an evidence of how A. J. Wilkinson's "IRIS" pattern is selling the following is a copy of a letter received this week from one of our customers:

Denver, Colo., Oct. 20, 1906.

MR. ROBERT SLIMMON, 96 Church St., New York City.

Dear Sir—We are mailing you import order for the "Iris" pattern, which we find to be the best selling English pattern we have ever had. We wish you to hurry this order along and get it to us as early in January as possible.

Yours truly,

JOSLIN DRY GOODS CO.

EDWARD BOOTE,

Importer of China, Earthenware and Glass,

46 West Broadwav, New York.

Cauldon China and Earthenware.
Boote's Vitrified Hotel Ware.
Bishop & Stonier Dinner Ware.
Gibson & Sons' Teapots.
John Walsh Walsh Glass.
Samuel Ford & Co.'s Cheap Dinner Ware.
Edinburg & Leith Glass Co.'s Rock Crystal.

W. H. GRINDLEY & CO.

have the honor to announce the production of

"The Duchess,"

a most noble and suitable companion to the "WHITE MARQUIS."

Full particulars on application.

W. S. PITCAIRN,

44 Murray St., New York.

Limoges and Carlsbad China

For Import.

Charles Ahrenfeldt & Son,

50, 52 and 54 Murray St., New York.

Paris. Limoges. Carlsbad. London.

Iroquois China

That's the name 6,000,000 women are being told to look for on the back of china. Isn't it easier to sell china that is known to the public than some china no one even heard of before?

IROQUOIS CHINA. The China That's Advertised.

IROQUOIS CHINA

IROQUOIS CHINA. The China That's Advertised.

is being advertised heavily, and everyone is directed to their dealer, where it should be found. Have you a supply to fill the demand?

Remember, we don't sell one dollar's worth direct. YOU must take care of the inquiring customer.

Don't you think it would be a good idea to look this up at once and send for our booklet, price lists, advertising helps, etc.? Would you like to see samples?

IROQUOIS CHINA CO., Syracuse, N.Y.

Potteries at Solvay, N. Y.

WE SHALL BE REPRESENTED
IN NEW YORK FROM

October 28th to November 10th

BY

Mr. Cecil E. Taylor

At the FIFTH AVENUE HOTEL.

MR. TAYLOR is prepared to show a very complete line of our latest productions, and will be pleased to have you call.

The Knowles, Taylor & Knowles Co.,

East Liverpool, Ohio.

Wholesome Truths About the Libbey

What do you demand in cut glass?

Do you consider depth of cutting, brilliancy, design, shape, etc.?

Do you believe one glass better than another?

Of course you do.

You do not want glass that's poorly cut and poorly polished—glass that lacks brilliancy, that lacks life—do you?

You do not care to choose a glass that's an unknown quality—that has no standard—do you? Of course you do not.

You know that LIBBEY CUT GLASS is the world's best.

You know that if you place a piece of Libbey glass alongside any other make the startling superiority of LIBBEY will be manifest at once.

You know that the name LIBBEY stands for originality of design, worthy materials, superiority of workmanship, depth of cutting and unusual brilliancy, don't you?

Of course you do.

THE

LIBBEY GLASS CO.

TOLEDO, OHIO.

CROCKERY AND GLASS JOURNAL

NEW YORK, OCT. 25, 1906.

THE CONDITION OF BUSINESS.

New York. Prosperity still reigns. From every section come reports of the most cheery nature, and the earlier prophecy that this would be the greatest fall season in the industrial and commercial history of the United States seems to have been already realized. The factories are fairly deluged with orders, and the road salesmen for foreign as well as domestic concerns are still booking splendid business. In many cities the buyers are so pressed for time in which to supervise their departments that they are reluctant to leave their stores to look at samples. They are not stinting their purchases because of this fact, however, but are less critical and exacting in their selections than usually. They are confronted in many instances by rapidly-depleting stocks and are really forced to order with less deliberation than is their custom.

Only one discordant note is heard in the midst of all this optimism—that sounded by the procrastinating merchants who ordered later than wise or necessary and are now experiencing the penalty for their dilatoriness in the form of delayed shipments. It is the same old story over again, with the exception that the disappointment is felt more keenly this fall than usual because of the activity of retail trade. Former experiences of this kind have had no apparent effect upon most of the merchants thus embarrassed, but this year's lesson ought to be productive of some good. There is no sane reason why purchases should be put off until the very last moment. It can result only in dissatisfaction, to not only the buyer, who later becomes hungry for goods, but likewise the manufacturer, who is anxious to please his customers, and the salesman, who finds his factory incapable of fulfilling the promises that he has made. An earlier placing of business would contribute largely to the relief of this unpleasant state of things, and buyers ought to make a mental note of the suggestion for future consideration.

With a prospectively heavy holiday trade due very shortly, many houses find themselves threatened by a scarcity of goods. It is getting so late now that there is little prospect of receiving additional goods from abroad. This has forced a heavy run on the houses that carry stock. But the latter are, after all, comparatively few, and they are also beginning to feel the effects of the brisk trade in greatly-lessened stocks The unusually fine business up to date has already begun to absorb the import lines that only recently came in.

If there exist any skeptics regarding the unprecedented business of the present year they need only review the statistics published in last week's issue. These figures showed that there was brought into this country during the eight months ending in August nearly one million dollars' worth of earthen, stone and china ware more than during the same period in

1905. The importation of toys presented an increase of over $500,000, and glassware was imported to the extent of nearly $136,000 beyond the volume during the same eight months in 1905 That in itself is pretty emphatic evidence of the remarkable degree of prosperity which we are experiencing; but when one considers that the American factories are also enjoying a corresponding advance in business the proof would seem to be complete.

Trenton. About the only thing that worries local manufacturers these days is their inability to make all of their shipments on time. The rush of orders has been so great, and so many of the operatives have exhibited an inclination to take brief but frequent loafs, that it is absolutely impossible to cope with the demand. The fault is really traceable to the merchants themselves. They have this year procrastinated quite as much as usual, delaying their purchases until every other buyer had about made up his mind to do likewise. The result was an overwhelming of the facilities of most of the factories, which was relieved at the outset only because the manufacturers had speculated somewhat by preparing unusually large stocks. But these surplus stocks were cleared out in short order once the business opened in earnest.

Pittsburg and Vicinity. Trade conditions could hardly be better. Almost without exception the report is "busy to the limit." Nearly every manufacturer is loaded up with orders and is busy on the side with the preparation of his new lines for the coming year. A large number of decided novelties are promised. The late comers for holiday goods are causing the manufacturers some worry, as they are pretty generally loaded up to their full production, and there is a fear that the late orders may not be filled.

Wheeling and Vicinity. The glassworkers and potters in this section are keeping up with the general trade, and "busy" is the term used by all those describing the condition of business. The majority are at work trying to catch up on back orders, and almost all have enongh in advance to continue the rush far beyond the period anticipated a few weeks ago.

East Liverpool and Vicinity. Every available kiln in the district is being worked for all it is worth to keep up with the demand. In a number of establishments the rush is so great that there is a prospect of many cancellations of orders because of inability to turn out the goods on time. One of the largest manufacturers in East Liverpool was notified by his operating department last week that many of the orders which he had expected to fill by Nov. 15, or Dec. 1 at the latest, could not be ready before Dec. 15 As this will be too late for the buyer, sthe firm, regards these orders as practically lost. A few concerns report only moderate business, claiming that special prices are cutting a big figure in the activity of other firms. But the latter claim to be satisfied with their returns, and are looking for more business on the same basis.

WANTS BIGGER EXHIBIT THIS YEAR.

MEMBERS of the United States Potters' Association are in receipt of a circular letter from Frank R. Haynes, chairman of the art and design committee, urging a more liberal exhibit at Washington in December. The letter suggests that each firm contribute about a dozen pieces. Last year some concerns sent on a dozen or more specimens, while others forwarded but one or two. This was due to a misunderstanding as to the purpose and scope of the exhibit. In Mr. Haynes' letter the recommendation is further made that the entire display be kept intact for the Jamestown Exhibition in 1907.

IN TOWN.

Abbrevia'ions—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

Miss L A Brown, t, Boston. Broztell.
E F Jones, of Jones & Audette, t, Jamestown, N Y. Grand.
J Lee Richards, with J Bacon & Sons and Stewart D G Co, c, Louisville, Ky.
J J Culverwell, c, Boston. Grand Central.
H B Nichols, of Goode & Nichols Co, hf, Griffin, Ga. Woodward.
W A Megraw, with E A Newell Co, t, Ogdensburg, N Y. Park Ave.
E A Frear, of W H Frear & Co, c, Troy, N Y. Imperial.
A C Putts, of J W Putts Co, hf, Baltimore, Md. Albert.
F J Stanley, with Porteous & Mitchell, t, Norwich, Conn.
G W Alexander with Chambers-Hayes Co, hf, San Jose, Cal. Murray Hill.
Weathers & Perry, c, Raleigh, N C.
C S Bennett, c, Guilford, Mo.
The Allen Store Co, c, Hornellsville, Pa.
C C Allen, c, Coudersport, Pa.
Wm Hawthorne, c. Oshkosh, Wis.
Kent Furniture Co, c, Petersburg, Va.
J H Moore, c, Bennington, Vt.
L H Barth, c, Geneva, N Y.
H R Hatch & Co, c, Cleveland, O.
Geo T Wilson & Sons, c, Meadville, Pa.
O H Hale Co, c, San Jose, Cal.
W F Walker, with E W Edwards & Son, c, Syracuse, N. Y.

A Binswanger, with Jos Horne Co, hf, Pittsburgh. Herald Square.
A Beesch & Co, c, Toledo, O.
John M Earll, c, Utica, N Y.
F H Pfeiffer, c, Peoria, Ill.
E H Pitkin, of Pitkin & Brooks, c, Chicago, Ill.
E E France, c, Kent, O.
Van Aiken & Powell, c, Ridgeway, Pa.
H G Shupp, c, Wilkes-Barre, Pa.
Edw Stevens, c, Henderson, N C.
Geo E Steffel Co, c, Wheeling. W Va.
F J Morrow, c, Holyoke, Mass.
Livermore & Martin, c, Holyoke, Mass.
E B Riley, c, Wilmington, Del.
Jos. Wallace & Sons, c, Stroudsburg, Pa.
A Guth, c, Clarion, Pa.
C F Hurd, c, Medina, N Y.
W A Ebbhe, c, Oswego, N Y.
Daniel Rothschild, c, Ithaca, N Y. Victoria.
Wm Bluck, c, Hamilton, Bermuda
J K Hull, with Joske Bros Co, c, San Antonio, Tex. Herald Square.
W Coleman, with M. Goldenberg: hf, Washington. Grand.

HEARD WHILE IN BOSTON.

BOSTON, MASS., OCT. 23—The Dodge-Spear Co., which is a reorganization of the Pitts-Kimball Co and successors to the latter's business, have inaugurated their new policy and management by a trade sale of large proportions. James E Dodge is president, Charles Whittemore vice-president, Henry A. Belcher treasurer, and W. Ray Spear assistant treasurer. These, with Edwin D. Whittemore, constitute the board of directors of the new concern. Augustus S. Nye is the superintendent. His is a familiar figure about the store, he having previously occupied the same position for seven years under the former management, resigning a year ago to take a European trip. James E. Dodge is probably the youngest head of a great department store in the United States, he having only just passed his thirtieth year. He became a salesman for the R. H. White Co. and then went with the B. F. Larrabee Co. He later became connected with the McWhirr Co., Fall River, his next success being manager of the seven California stores of the Hale Co. He then returned to Troy, his birthplace, and entered into business, and from there went to New York city and became general manager of the Fourteenth Street Store. After this he became an associate manager at Houghton & Dutton's, this city.

* *

The attractive new store of Maynard & Potter, Inc., corner of Boylston and Berkely streets, has been successfully opened. The members of the firm were fairly deluged with floral gifts from local and New York friends on the occasion of the recent opening. The store occupies all of the main floor, which has a rather narrow front, but widens perceptibly towards the rear. The goods are admirably displayed.

* *

John J. Reed is meeting with pronounced success as manager of the Jones, McDuffee & Stratton Co.'s retail deparment. He has exercised good judgment and taste in the selection and arrangement of the goods, and the patronage which the department enjoys is most liberal.

* *

Among the salesmen recently observed here were H. B. Hollis, with Becker & Wilson; Harry Bigart, with L. D. Bloch & Co., and Wm. F. Upham, with the J. H. Fry Glass Co. and Empire Cut Glass Co.

PRESENTATION TO COL. VANCE.

COL. JOHN L. VANCE, the guiding spirit in the agitation to have the Ohio river made more navigable, was visited at his headquarters in Portsmouth, O., last week by a delegation from Huntington, W. Va. The members, in order to express their appreciation of his efforts, presented him with a tankard made by the Huntington China Co., beautifully decorated and inscribed as follows: "Col. John L. Vance. Compliments of Huntington Delegation, Ohio Valley Improvement Association, Portsmouth, October 17, 1906." A local paper, commenting upon the gift, says that it was a revelation to many, such a fine grade of pottery not having been deemed possible of production by a domestic concern.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Oct. 6,'05	Correspond-ing period 1905	Exports Jan. 1 to Oct. 6 '06	Correspond. ing period 1905
Boston	108	90	5528	4529
New York	128	220	4982	5489
Baltimore.	276	178	11380	9413
Philadelphia	31	....	941	710
New Orleans	16	70	3143	2925
Newport News	....	.	1080	795
San Francisco	..	16	1298	865
Portland (Me.)	8	....	789	345
Galveston	....	....	1081	764
Portland (Or.).		....	705	418
Inland Points	242	222	9489	11124
Total ..	809	796	40366	37377

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g Oct. 6,'06	Correspond-ing period 1905	Exports Jan. 1 to Oct. 6,'06	Correspond. ing period 1905
New York	118	220	5038	5554
Boston	107	90	5597	4388
Philadelphia	31	....	901	729
Baltimore.	315	178	11569	9652
San Francisco	....	16	1268	865
New Orleans	16	70	3389	2927
Portland (Me.)	8	....	639	202
Galveston	....	....	1058	750
Newport News	....	....	965	864
Portland (Or.).	..	....	756	418
Inland Points	214	222	10157	10765
Total...	809	796	41237	37064

Tel. 3231 Cort andt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada..... $2.00
All Foreign countries in the postal union..... 4.50
Single copies..... 10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 25, 1906.

IMPROVING THE STORE SERVICE.

IT is the paramount interest of every wholesale and retail establishment in the country to discover means for the improvement of its store service. Such an ambition several months ago influenced the Outlet Co., of Providence, R. I., in encouraging its buyers and managers to organize a club. Beginning merely as an experiment, with a rather uncertain future, the club has proven so successful and so productive of benefit to the store and its attaches that it has become a permanent adjunct of the concern.

The plan, while not absolutely new either in conception or application, is worthy of adoption by other stores that seek to better their system and increase their clientage. The members convene once a month at a hotel, where they enjoy a dinner first and follow it with a business meeting. During the progress of the latter ways and means are devised for better store management, sales, delivery service, and, in fact, every department associated with a modern store. Ideas are suggested and discussed at length, and when by a vote declared to be practical a report committee submits them to the company. One of the members of the firm, in a recent letter to the club, complimented the buyers and managers on the results of their conferences, and referred particularly to the splendid success that had attended a sale which had its origin at one of these monthly exchanges of views.

This regular intercourse of buyers and managers might be profitably considered by other concerns. They are usually too much occupied during business hours to devote time to the consideration of such matters. But away from the store, and surrounded by congenial fellow-workers, they will, if imbued with the proper interest in the advancement of their house, be disposed to volunteer suggestions that must possess more or less merit. It would not be necessary for the attendance at these meetings to be limited only to managers and buyers. The smaller stores particularly might encourage the more progressive of their salespeople to take part in these conferences; and there are yet smaller concerns which, having no buyer other than the head of the house himself, ought to organize an out-and-out salespersons' club.

The firms should not only lend their moral support to these periodical meetings of their help, but might ably assist, too, in a financial way. And why not? Is not the primary object of such a club the consideration of plans designed solely to benefit the firm? And would not such meetings tend to spread among the help a deeper spirit of friendship, fraternity and loyalty to their employers? It is the firms, principally, who would profit by these monthly "talks," But the help, too, would also be certain to derive information that they might otherwise have difficulty in obtaining. It is a proposition that is at least worthy of a test.

PERSONAL.

FOR the next few weeks the Handel Co., of Meriden, Conn., will be obliged to plod along without the services of its president and treasurer, P. J. Handel. Accompanied by his bride, he is at present on the high seas headed for a honeymoon trip through Germany, Italy, France, Sweden and England. Mrs. Handel was until a few days ago Miss Fannie Hirschfeld, also of Meriden, and it was in her mother's home there that she and Mr. Handel were wedded. They sailed the next day aboard the Friedrich der Grosse. After January 10 the couple will be "at home" to all friends at their residence in Meriden.

W. G. Minnemeyer has closed a profitable jaunt through the Middle West with the Dugan Glass Co.'s line. Mr. Minnemeyer is now at the factory in Indiana, Pa.

Max Blau, president of the Blau Bros. Co., Inc., has returned from a visit to the Keystone Cut Glass Co., Hawley, Pa., and W. H. Skinner & Son's cut glass factory, Hammonton, N. J.

Because of ill-health, W. H. Weddle, of W. B. Weddle & Son, this city, has been obliged to temporarily retire from business and go to the Adirondacks

for a couple of months. W. J. Graft, who recently engaged with the firm, will look after Mr. Weddle's duties in his absence.

⚜

Geo. A. Searle has been engaged by Schuneman & Evans, St. Paul, Minn , as Wm. Oddie's successor in the management of their china department. Mr. Searle was formerly associated with The New England, of Minneapolis, Minn.

⚜

It is understood that H. S. Marshall has tendered his resignation as buyer of china for R. H. White & Co., of Boston, to take effect on January 1 next. The same authority also assures us that Mr. Marshall is nicely fixed for next year and will notify his friends of his new connection in a later issue.

⚜

M. O. Doering is again at his desk in Chas. Ahrenfeldt & Son's establishment after an absence of several weeks in Europe. He returned on the Amerika, which docked last Saturday.

⚜

Wm. A. Rhodes, Jr., son of Col. Rhodes, with the Taylor, Smith & Taylor Co., was married recently to Miss Mary B. Hill, also of East Liverpool, O.

⚜

F. B. Durston has been placed in charge of the china department operated by T. S. Martin & Co., of Sioux City, Ia. Mr. Durston was formerly connected with the Durston Crorkery Co , also of Sioux City

⚜

Charles E. Cardon is now on his way to the Pacific Coast. This is his first trip there with the lines of J. H. Venon. Mr. Cardon is the proud father of a big boy born on Sept. 30, and it is hard to tell who feels the happiest over it, he or J. H. Venon, who is the boy's uncle.

⚜

Geo. E. Gundlach, who for the past fourteen years has been connected with the Edwin Bennett Pottery Co., Baltimore, will sever his relation as sales manager with that firm on November 1. Mr. Gundlach is entertaining offers from several Western factories for positions of a similar character, but has not yet reached a decision.

⚜

Elmer I. Hughes reached New York on Monday after a Southern expedition in behalf of John Davison He came home direct from New Orleans, but not by boat, as formerly. The reports of hurricanes along the coast convinced him that "he who takes to the cars and rides away will live to ride another day."

⚜

During his recent visit to New York, J. Lee Richards was a welcome caller at our office. His stay was very brief, however, for Mr. Richards has lately acquired additional business duties that prevent him from cultivating the acquaintance of leisure. Besides managing J. Bacon & Sons' department in Louisville, Ky., Mr. Richards now also buys crockery and housefurnishings for the Stewart Dry Goods Co., in the same city. He divides his time between the two stores, and by vigorous work is enabled to do justice to both departments. By the way, Stewart & Co.'s new seven-story store will be opened about April 1, and Mr. Richards' department is to occupy 150 x 175 feet.

⚜

Byrn W Robinson has succeeded his recently-deceased uncle, Henry Robinson, as president of the Robinson Clay Product Co., Akron, O.

⚜

Ralph Hart has become a partner with J, B. Bruenn and Jacob Hartman in the Continental Art Glass and Metal Co., which several months ago established a factory at 116-118 Wooster street, this city. Mr. Bruenn was formerly the crockery buyer for the W. H. Schrieber Co., Brooklyn. Mr. Hart has heretofore been a road salesman, his last connection having been with Koscherak Bros. The third member of the firm, Mr. Hartman, was originally a buyer, but in more recent years has also been a traveling salesman.

⚜

The Bingham House, Philadelphia, last week entertained S. P. Arnold, with Edw. Butler; H. S. Mirrielees, with Manning, Bowman & Co ; H. B. Hollis, with Becker & Wilson; Wm. Hamilton, with Strobel & Wilken Co.; Joseph Wilson, of Becker & Wilson.

⚜

Michael Kesner has engaged with the Siegel-Cooper Co., this city, to take charge of a wholesale department that the concern opens on January 1. In addition to that he will supervise the mail-order and contract departments. Mr. Kesner has already entered the company's employ and is at present directing most of his attention to the preparations for the new wholesale department.

⚜

J. K Hull left on Wednesday for San Antonio, Tex., where he is manager of the Joske Bros. Co.'s china and housefurnishing department. This was Mr. Hull's first visit to New York since he opened this department last June.

⚜

W. J. Justice is domiciled at the Hotel Astor during his stay of a couple of weeks in New York. It is Mr. Justice's intention to open on January 1 sample-rooms in New Orleans, La., where he will represent the Pittsburgh Lamp, Brass and Glass Co,, D. E. McNicol Pottery Co , National China Co. and Samuel Ford & Co., the English dinnerware firm. Mr. Justice was formerly assistant buyer of china for the Graves China Co., of St. Louis, Mo.

⚜

Mr. Evans has been named as assistant manager of the china department of the Adams Dry Goods Co ,

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this city, succeeding Jos. Moore, who has gone with A. Lisner, of Washington.

Word has been received from Geo. H. Kefauver, whose friends in this vicinity lost track of him soon after his resignation as assistant buyer for Abraham & Straus, of Brooklyn. Mr. Kefauver is in Baltimore, Md , but has identified himself with another line of business. The change is not permanent, however, for he says in a letter that he will return to the trade when the first good opportunity presents itself.

M. A. Lovell, who assists Henry T. Edwards in the management of the Fostoria Glass Co.'s Boston salesroom, spent a couple of days in New York this week.

Mr. Evans, who resigned several weeks ago as manager of Wanamaker's hotel china department, this city, has closed arrangements with L. Barth & Son, the local hotel supply house, for whom he is to travel through the South and West.

E. H. Bentley, for the past fifteen years buyer of housefurnishings and china for the Z. L White Co. and the Beall-Livingston D. G. Co., of Columbus, O., has accepted a similar position with the Trask, Prescott & Richardson Co., of Erie, Pa.

DEATH OF AUGUSTE J. CORDIER.

AUGUSTE J. CORDIER died at his home at Woodhaven, L. I , last Monday afternoon from the effects of a stroke of apoplexy the previous Wednesday. He had been in ill health for a year as a result of overwork.

Mr. Cordier was born in New York, February 27, 1854, but early went to Brooklyn to take up his life work in the business of which he was the head when he died. When but twelve years old he engaged in the capacity of office boy with Lalance & Grosjean, then a comparatively small concern. Industry and careful habits won recognition at the hands of his employers, and he was successively promoted to the positions of entry clerk, city salesman and traveling salesman. On April 3, 1884, at the age of thirty he was married to Miss Alice Marie Grosjean, daughter of the senior member of the firm.

By this time Lalance & Grosjean had achieved a wide reputation. The little factory at Woodhaven had been extended to meet the growing requiremeuts of the business, and numerous branches were established throughout the country. The incorporation of the firm was effected about this time, and Mr. Cordier became a directing spirit in the enterprise. He showed great initiative in the conduct of his duties, and it was owing solely to his energy that the corporation erected its great mill at Harrisburg, Pa., one of the largest of its kind in the country to-day.

The second vice-presidency of the company was his next step, which he took in 1889, rising to the first vice-presidency in 1892. Florian Grosjean died in 1903, and Mr. Cordier took the presidency, the highest post of trust and honor the compnny had to offer him.

Mr. Cordier was the embodiment of generosity and open-hearted hospitality. He was a gentleman in all that the word implies. As a business man he was remarkable for his grasp of the details of the immense establishment of which he was the head, and his associates and employees, together with a large circle of friends, will sadly miss him.

The funeral services were conducted Thursday afternoon at two o'clock. at his late residence at Wocdhaven. The interment, at Greenwood, was private.

Chas. W. Eldert died suddenly of heart failure last week at his home in Richmond Hill, L. I. He was aged sixty-four years and had for thirty-five years been with the Lalance & Grosjean Mfg. Co., being in charge of its packing department.

LOOKS LIKE ADVANCE IN PRICES.

LOCAL representatives of various domestic glass factories have been notified to accept no orders for shipment after the first of the year. This will not apply, however, to business that had been booked before the notification was received. While the agents were not made acquainted with the cause of this action, it is believed to indicate a determination on the part of the manufacturers to raise their selling prices on and after January 1 The compulsory employment of adults to do work that boys took care of before the child labor law was so rigidly enforced has so greatly advanced the cost of manufacture that prevailing prices are said to result in a positive loss.

NOVEL WAY TO SHOW SAMPLES.

A NEW and important commercial use has been found for the stereoscope and stereograph, which have heretofore served no more useful purpose than to entertain social callers and to delight the visual curiosity of the little folks. A firm of progressive photographers has perfected a plan whereby this optical instrument and pictures will be employed to reproduce specimens of cut glass, art pottery, clocks, decorated glassware, china, etc., for the benefit of merchants.

The idea is to have traveling salesmen carry the stereoscope for the purpose of showing to prospective purchasers stereographic pictures of samples that

may, because of their size, weight or comparative fragility, be considered unwise to lug around the country. Through the two lenses of the stereoscope one sees the piece of ware standing out as naturally as if the very article itself were being looked at. Every detail is reproduced accurately, even to the most minute colorings.

THE POTTERY OF THE NORSEMEN.

FOR the purpose of bringing more prominently before merchants various examples of its unique and artistic product the Norse Pottery Co., Rockford, Ill., is circulating among the trade a profusely-illustrated catalogue. The ware made at the factory is principally reproductive in form and decoration of the pottery exhumed from the burial places of the Norse race. It represents the skill of Norse artists and artisans who came to this coun tryto reproduce the work of their ancestors and formed the Norse Pottery Co. for that purpose on January 1, 1905. The specimens, however, are not all of that character. There are also some examples of Egyptian and Greek art, together with pieces of a more modern type.

ONE SALESMAN'S NERVE.

"YES, I've had some peculiar experiences in my time," began the veteran road representative of a Western pottery, after several brother-travelers had related some odd incidents in connection with their careers. "But I don't recollect any that's better worth telling than one in which I was the unintentional mark for the strategy of a fellow salesman, who, by the way, is still in harness

"It was the second day after my arrival in Buffalo, and I was sitting in my sample room just a little uncertain as to where I should go next in search of an order. Suddenly my salesman friend hurried into the room.

"'By heavens, I'm glad to find you here,' he exclaimed. 'Just got next to something big down the street, and it means a five-hundred-dollar sale for you, sure as you're born. They want just the stuff that you carry. Come! I'll take you down for an introduction.'"

"Well, you can imagine what effect that exercised upon me. I, of course, grabbed my hat and accompanied him to one of Buffalo's most prosperous stores. Instead of going down into the crockery department, he led me to the office of the head of the house, and then sent in a request for an interview. Pretty soon the boss came out and my friend greeted him with a dignity that was almost icy.

"'This gentleman," he said, pointing to me, 'is one of my salesmen. Our line is at present in your stock, but I am here to close a deal with another store to have exclusive control of the line. The results from your department and others in the city are not large enough to compensate us. That's why I have about determined to sell hereafter only to a certain house in this same street. But before doing so I felt that in all fairness I should give you an opportunity to understand my position.'

"By that time it dawned upon me that my companion was not only falsely representing himself as the head of the factory that he traveled for, but, worse than that, had the audacity to allude to me as one of his salesmen. I couldn't squeal, though. There was nothing for me to do but stand there and look as pleasant as possible, although, I can assure you, I was feeling pretty mad.

Meanwhile he had duly impressed the proprietor, who, fearful that some competitor was about to monopolize a line that might be of value to his house, had sent downstairs for his crockery buyer and commanded him to give my supposed employer a good-sized order. My own line of goods, in the meantime, had not even been mentioned.

"When we finally reached the street my companion was fairly bubbling over with satisfaction. But I was sore all over, and told him so In reply he turned upon me a look of reproach that fairly took the wind out of my sails.

"'My dear friend,' he had the nerve to say, 'never allow yourself to become envious of a fellow-salesman's success. Live and let live is my motto.'"

ANOTHER POTTERY IN PROSPECT.

IT is said that prominent business men of Roseville and Crooksville, O., will in the near future organize a company and erect a fine modern plant for the manufacture of earthenware and stoneware. A tract of ten acres has been secured for the proposed plant near to the C. & M. V. railway tracks and not far removed from the Southeastern Ohio interurban, so that access to it will be easy at all times. Among the men interested in the new enterprise are J. N. Owens, Thomas, John and E. L. Brown, of Roseville, and Prof. Calhoun, P. E. Carpenter, Harvey Brown and W. B. Gulick, of Crooksville.

BUSINESS BRIEFS.

The South Jersey Glass Works, Newark, N. J., have filed incorporation papers with $100,000 capital. Incorporators: M. T. Barrett, H. Compton and M. Sugrue.

Papers of incorporation have been filed by the Lancaster, N. Y, Glass Works. Incorporators: F. E. McGrath, Lancaster; M W. Comstock and A. H. Lee, Buffalo.

Around the District



WHILE there has been a fair representation of buyers here this week, their calls have been prompted principally by a desire to buy from stock. Few of them have remained here more than a day or two, their business interests requiring their close attention at home. The orders by mail from salesmen on the road continue to be unprecedentedly numerous and large.

Busts of famous men, made of a composition not unlike terra-cotta, are offered by Bawo & Dotter. They are excellently modeled and colored in close imitation of bronze. Beethoven, Goethe, Schiller, Mozart, Wagner and Shakespeare are among the subjects.

Because of the pressing demand for "Near-bronze" statuary, the Blau Bros. Co. has been obliged to increase its facilities for the production of this line. A spacious loft on Canal street has, consequently, been secured for the purpose.

Several notable additions to the Consolidated Lamp and Glass Co.'s group of shades have recently reached the local showroom. An effective type has gold-traced lilies of a somewhat conventionalized character on a shade with a French roughed interior. Another exploits apple blossoms in rich colors with the pistils in white enamel. A decidedly odd decoration on another shade employs maroon and blue around the neck and also around the lower border of the shade. On the white surface between them is applied a chrysanthemum treatment.

Cecil E. Taylor opens a sample room at the Fifth Avenue Hotel, this city, next Monday with the Knowles, Taylor & Knowles Co.'s line. He plans to remain two weeks, closing on Nov. 10.

A novel and practical metal top for a syrup-can has recently been introduced by the Fostoria Glass Co , and samples are now being shown at the local headquarters. It is of silver plate, and fits the outlet by a spring connection that renders it easily removable. It opens and shuts voluntarily with the inclining of the vessel, being regulated by a ball-bearing attachment. There is, consequently, no danger of spilling the contents. Another advantage lies in the design of the article—plain Colonial—which renders its cleansing a matter of little effort.

Abels & Co. are urging their friends to promptly submit their orders for brass easels, plaque-hangers, plate-racks, etc. The prices of raw material are steadily advancing, but Abels & Co. guarantee to fill orders at the old figures as long as their stock lasts. An idea of the extent and character of their line may be obtained from the catalogue recently published by the firm. This catalogue will be sent on application by mail, 'phone or telegraph to their headquarters at 460 West Broadway.

Several new specimens of J. B Owens' art ware have been received at J. H. Ling's showroom. The most conspicuous are three pieces clothed in Corona green, which is darker and purer than the former green tones produced by this firm. The shapes are patterned after Egyptian styles. Other newcomers are fresh floral and bird studies on the Lotus ware.

It is a really remarkable collection of fringe lamps that is contained in the exhibit of the Pittsburgh Lamp, Brass & Glass Co. This is notably true with respect to their decorations. The versatility of subjects, profusion of color schemes and oddity of ideas employed invest the line with an individuality that no former products of this concern ever possessed. Present-day art, as exemplified by the dashing, sweeping curves of L'Art Nouveau designs, occupies a place in the assortment. So does its very antithesis, a series of old Egyptian patterns. Then there are the Japanese lamps, which are painted with remarkably close fidelity to the silken, bamboo-framed specimens from the Mikado's domain. Etched satin is another pleasing style of ornamentation . The surface of the lamps with this finish is raised in the form of panels, the latter being divided by a ribbed design similar to the bands in leaded glass. Dutch

scenes on solid-colored grounds, mosaic designs in various colors, monk studies, Dresden patterns and long-stemmed flowers are other interesting decorative schemes. The ever-popular cardinal assortment has been augmented by some decidedly pretty pieces. The embossed hyacinth, rose, grape, fruit, hanging drapery, lace, melon, dragon and bull's-eye designs are especially attractive.

Indicative of the great popularity which has this year been enjoyed by the Iris pattern from A. J. Wilkinson, Ltd., it is necessary only to direct attention to the copy of a letter which appears this week in Robert Slimmon & Co.'s advertisement. It represents the unsolicited sentiments of one of the most prominent houses in the country, and is but one of numerous letters of a like character that Slimmon & Co. have received since the Iris's debut.

MR. STRAUS IN THE CABINET.

IT is a source of much satisfaction to his numerous friends in the trade that Oscar S. Straus should be honored by an appointment to a place in President Roosevelt's cabinet. The forthcoming retirement of Leslie M. Shaw, Secretary of the Treasury, created the changes which have resulted in Mr. Straus's selection as Secretary of Commerce and Labor.

Mr. Straus is a graduate of Columbia College and of the Columbia Law School. He practised law for ten years in this city, and in 1881 entered the firm of L. Straus & Sons. He is president of the New York Board of Trade and Transportation and a vice-president of the National Civic Federation. He holds the degree of L. H. D. from Brown University and LL. D. from Washington and Lee, the University of Pennsylvania and Columbia.

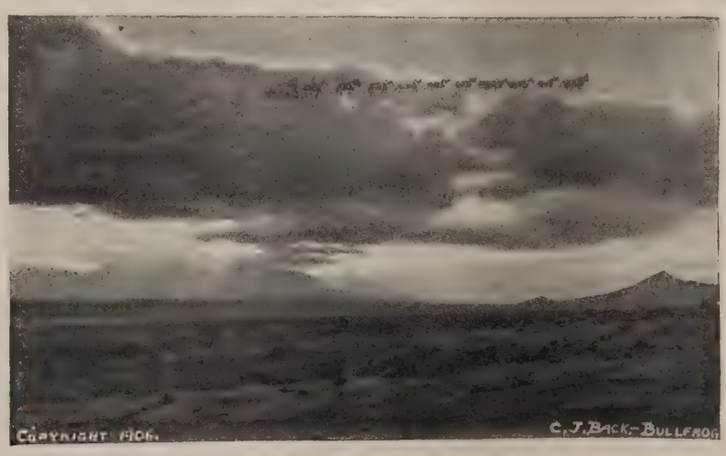
In Cleveland's first administration Mr. Straus served as Minister to Turkey, and he held the same office under President McKinley from 1897 to 1900. President Roosevelt appointed him to membership on the permanent board of arbitration at The Hague to fill the vacancy caused by the death of Benjamin Harrison.

A REMARKABLE PHOTOGRAPH.

ONE day last June, C. J. Back, a photographer of Bullfrog, Nev., went to take some views out on the desert over toward the Funeral Mountains, which flank the eastern slope of Death Valley. Some distance from Bullfrog a thunderstorm came up, and Mr. Back arranged his tripod to catch some lightning and cloud effects. Imagine his surprise when he had returned to his studio and developed the plates to find that he had photographed a mirage. Far up above the clouds, some thousands of feet over the peaks of the mountains, he had a perfect picture of a twenty-mule team "teaming" a load of ore in the vicinity of Death Valley.

On inquiry he learned that the twenty-mule team which his camera had caught was some twenty miles away from him, while between it and himself were the peaks of the Funeral Mountains. This mountain-range rises 8,000 feet, or about two miles, above sea evel, and he couldn't have taken a photograph through, the mountain. Some freak light effect reflected the ea m on the clouds, and Mr. Back's camera luckily caught it.

The picture shown below is the first known to have been taken of a mirage. It is also one of the last photographs that will be taken of a twenty-mule team. There are now several railroads building to Bullfrog, one of which crosses the lower end of Death Valley, and the shriek of the locomotive in the great American desert has already sounded the doom of this primitive and historic transportation relic, which was called into existence by F. M. Smith, the president of the Pacific Coast Borax Co., the mines of which are in Death Valley and in near-by points. For many years teams of this sort were the only transportation agencies for the hauling of borax and other ores out of Death Valley, the Mojave Desert and other scattered points of this great desert region.



PHOTOGRAPH OF A MIRAGE.

Among the Potteries



East Liverpool and Vicinity.

The gas shortage has reached the critical stage, and there is a scramble among the potters to put coal into use. Last week the gas companies divided the potteries into sections, allowing each section gas on certain days, thus enabling all to fire their kilns for a portion of the time. In every plant where it has been found practicable coal is being put in as fast as possible, while the rush of business just at present is the only thing deterring others from making the change. In the latter cases the manufacturers are willing to do with even a half supply of gas during the rush season rather than totally suspend work to make the necessary changes.

* *

A great many of the largest shippers are beginning to feel a little uneasy over the prospect of a car shortage, coming just when the holiday demand requires hurry-up shipments. The seriousness of the outlook is shown in the reply of a traffic official of a leading railroad to an East Liverpool sewer pipe concern which had asked for ten cars a day, that he could not promise more than one car a day, The delay to holiday shipments, it is feared, may prove a serious one, unless some remedy is found, and the railroads seem to be "up in the air" as to a solution.

* *

The Goodwin Pottery Co., are making a great success of their "Usona" art line of mugs, vases and other decorative pieces Some of the most artistic shapes ever turned out in East Liverpool are being shown in new tints of browns, greens, lustres, Dutch blues and olive green; salso in the "Art Naturo." In addition to these lines they are producing many special decorations, and are now at work on a new series which is expected to be one of the finest ever shown as an East Liverpool product.

* *

Bail in $300 each has been furnished by Elmer Huff, Robert Workman and James M. Mason to appear for trial in the United States court at Cleveland during the week of November 12. These men have been accused of dumping pottery refuse over the river bank. Fines ranging from $300 to $2,500 and imprisonment from thirty days to one year are provided by the Federal laws. The firms by whom the men are employed will stand by them during the trial.

*

Trenton.

While exempt from the usual difficulties that impede the manufacture of pottery. Trenton factories have this fall found it practically impossible to make a large proportion of their deliveries at the specified time. Labor is directly responsible, even though no question of wage or working hours is involved. The operatives work when they feel like it, and not because of any interest in the welfare of their employers. This is rather plain talking, but the situation demands it. Only recently the machinery in one pottery met with a slight accident that required less than a half hour to repair. Scarcely had the wheels ceased to revolve than many of the workmen, adults and boys, rushed for their hats and coats and started out of the factory. The urgent appeals of the office force influenced some to return, but the others hurried away. This occurred early in the morning, and, as might be imagined, it almost destroyed the possibility of making goods during the remainder of the day. There is only one explanation for such action. The fact that the operatives are receiving nearly double the wages that they did a few years ago, coupled with their natural desire to enjoy a loaf under the slightest pretext, is the sole cause. It was fortunate that there were no great demands upon the facilities of the potteries in the summer time, Had there been, deliveries would have been obliged to stand aside until the operatives had satisfied their appetites for baseball. The liberal concessions that have been made in recent years to the workmen have exercised an unfortunate influence upon them. Having little or no thought of preparing for the inevitable "rainy day," they feel satisfied after earning a certain wage and would then prefer to take things easy during the balance of the week. This doesn't apply to all, of course, but there are enough of this class to make things unpleasant and embarrassing for the manufacturer, who worries and frets in a

frantic desire to satisfy his customers in the matter of reasonably prompt shipments.

* *

An extension to the kiln shed at the factory of Lenox, Inc , is being built. A contract has also been awarded for the erection of an additional kiln. This is but one of the many evidences of the growth of this concern's clientage. Every department is being pushed to its limit in an endeavor to cope with the demand, which is the greatest since Mr. Lenox's modest inauguration of the business some years ago.

* *

It looks as if the Roebling memorial suggestion of E. C. Stover, assistant general manager of the Trenton Potteries Co., might be realized Mr. Stover recommended that the city's proposed tribute to the memory of John A. Roebling should take the form of an art school. Other leading citizens have taken kindly to the Stover idea, and just now it appears to be likely of fulfillment.

* *

A visitor in town is John Withington, who was some years ago atteched to the office of Ott & Brewer. Mr. Withington has for several years been a road salesman for an iron concern in St. Louis.

* *

If public sentiment is powerful enough to influence the determinatian of John A. Campbell, general manager of the Trenton Potteries Co , he will accept a re-election as president of the Young Men's Christian Association At the Association's annual banquet in the spring Mr Campbell announced his intention of resigning the presidency because of other demands upon his time. The declaration evoked expressions of regret that have since grown into a veritable roar of public protest Last Saturday night he was visited at his home by a committee of representative citizens, who took along with them a petition containing five hundred names. Among the signers were Governor Stokes, Congressman Wood and Mayor Gnichtel. The petition expressed the public's appreciation of Mr. Campbell's fifteen-year service as president of the organization and pointed out that the interests of the latter would be best conserved by his continuation in the office. Mr. Campbell, after thanking the committee for the kindly feeling evidenced, promised to give the matter his fullest consideration.

Monmouth, Ill. A new pottery is to be started here for the manufacture of china. E E. Spencer, who is to resign from the Western Stoneware Co. in order to affiliate himself with the new concern, is at the head of the project.

Akron, O. The purchase of the plant of the Barberton Pottery Co. by the Akron Hi-Potential Porcelain Co. was closed several days ago. Akron and Cincinnati capitalists are interested in the new concern, which has been incorporated with a capital stock of $100,000. Otis Hower is president, Geo. H. Kile is secretary-treasurer, and A. J. Dyke will act as superintendent. The factory has been reopened by its new owners and will hereafter manufacture only electrical porcelain goods.

Wheeling. The potteries here are having all they can do to fill the demand The products of the Wheeling Potteries Co. cover a very extensive field, but all are going out as fast as they can be shipped.

* *

The Warwick China Co have just brought out advance samples of some dog pictures on vases, steins and tankards which they will be ready to show in January. One of these pictures is of Rodney Stone, the $5,000 bulldog owned by Richard Croker, and another is Kalirfelto, a $3,500 bull-pup owned by the same individual.

PANIC AT SALE OF CHINA.

TWELVE persons were injured in a panic during a bargain sale of china in F. M. Kirby & Co.'s Five and Ten Cent Store, Louisville, Ky., last Saturday morning. Fully two thousand persons were in the store at the time. During the rush for the counters in the rear of the establishment where the china bargains were on display there was a cry of "There's a five-dollar bill on the floor!" by some person evidently facetiously inclined. Several bent over to look for the bill, and in the wild scramble that ensued women and children were thrown from their feet and trod upon. Others were thrown over and crushed against the counters. A cry of "Thief!" by some woman whose pocketbook had been snatched heightened the excitement. At this juncture the doors were closed and the human avalanche stopped. Physicians were hastily summoned and medical aid given.

THAT QUEBEC TAX LAW.

QUEBEC'S tax law, which has provoked so much dissatisfaction among china and glass concerns who have been accustomed to send traveling salesmen into the Province, has elicited a storm of protest from American brokerage houses too. The law imposes a license fee of $1,000 on all salesmen representing United States brokerage firms doing business in the Province The result has been that a very large proportion of the American houses have made connections with Montreal concerns, through which all the business now being done is transacted. Branch offices of New York brokerage houses are required to pay an annual tax of $2,000, and this has worked a

very severe hardship on many of them during the past six months. There is at present, however, no indication of any change in the law, notwithstanding that in many quarters it is regarded as an entirely iniquitous act.

WHAT THEY'RE DOING IN CHICACO.

TRADE in Chicago is excellent, although the traveling men from the East report that from this time on buyers will pay but little attention to goods for fall delivery. Salesmen carrying samples for spring delivery are reaping a big harvest of orders.

Retail trade is fine. The big department stores are crowded to the doors, and the crockery departments are getting a good share of the business. Beautiful fall weather has helped things wonderfully, and everybody says that the holiday trade will break all records.

Paul Fueslein, representing Bawo & Dotter, is at the Palmer House. He has three big rooms for his display, and is doing a fine business.

J. H. Venon was registered at the Grand Pacific last week. Both his French and Russian lines are heavy favorites here.

John Davison, the English importer, who was in Chicago last week, is at present in St. Louis, bound for Pittsburgh. "Jack" Wilson, who is with him, will go South from Pittsburgh.

H. L. Seixas, with Edw. Boote, and Geo. T. Jackson, carrying cut glass, were in Chicago the early part of this week.

WHEN A SALESMAN'S NOT A SALESMAN.

OUT of Los Angeles, Cal., there recently came by telegraph this tale:

"H. B. Corliss, a salesman for the Sunset Art Glass Co., of this city, was robbed of a sample case containing about $200 worth of samples in a saloon in San Francisco a few days ago."

Only objection we have to the story is the inaccurate classification of Mr. Corliss as a salesman. Considering his surroundings, he was more likely a consumer.

WANT REDUCTION IN WORKING HOURS.

UNEXPECTED spice was injected into the conference of the National Association of Pressed and Blown Glass Manufacturers and the Amalgamated Flint Glass Workers in Pittsburgh on Wednesday and Thursday of last week by a demand of the workers for a reduction of hours. The meeting was called for the purpose of winding up the odds and ends of the Atlantic City conference last July, but the insistence of the men on a reduction from fifty-four hours per week to fifty gave it an importance that was not anticipated. The question was debated all day Wednesday, and ended in a flat refusal of the manufacturers to make the concession. Some of the more radical of the employes threatened trouble, but the manufacturers declare that their decision is final and that they are not afraid of a conflict. The union has taken no open action, but announces that the question has been "referred back."

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending October 23, 1906.

BREMEN

13	packages	glassware	L Straus & Sons
15	"	"	A Steinhardt & Bro
18	"	"	R H Macy & Co
1	"	"	Geo Borgfeldt & Co
78	"	"	Strobel & Wilken Co
154	"	"	Miscellaneous Orders
76	"	earthenware	Geo Borgfeldt & Co
82	"	"	Karl Hutter
23	"	"	L Straus & Sons
54	"	"	F W Woolworth
2	"	"	Knauth, Nachod & Kuhne
67	"	"	Strobel & Wilken Co
62	"	"	Miscellaneous Orders
293	"	toys	Geo Borgfeldt & Co
94	"	"	Hamburger & Co
1	"	"	L H Mace & Co
45	"	"	C B Rouss
2	"	"	F A O Schwartz
20	"	"	G W Travers
538	"	"	F W Woolworth
196	"	"	Strobel & Wilken Co
133	"		Miscellaneous Orders

COPENHAGEN

53	packages	glassware	Fensterer & Ruhe
2	"	"	Fensterer & Ruhe

SOUTHAMPTON

42	packages	chinaware	Paroutaud & Watson
21	"	"	Bawo & Dotter
9	"	"	L D Bloch & Co
30	"		Blakeman & Henderson
19		"	C L Dwenger
15		"	A G Moment
39		"	Wm Guerin & Co
20	"	"	L Straus & Sons
10		"	J H Venon

ROTTERDAM

21	packages	glassware	L Straus & Sons
161	"	earthenware	Geo Borgfeldt & Co
35	"	"	Bawo & Dotter
8	"	"	L Straus & Sons
8	"	"	Samstag & Hilder Bros
12	"	"	A Steinhardt & Co
106	"	"	Miscellaneous Orders
21	"	toys	Hamburger & Co
7	"	"	Geo Borgfeldt & Co
2	"	"	Bawo & Dotter
14		"	R H Macy & Co
10	"	"	F A O Schwartz
128	"	"	Samstag & Hilder Bros
1	"	"	A Steinhardt & Co
13	"	"	Strobel & Wilken Co
166	"	"	Miscellaneous Orders

HAMBURG

14 packages glassware.....Fensterer & Ruhe
13 " " .....C Ahrenfeldt & Son
16 " " .....F Bing & Co
34 " " .....Bawo & Dotter
10 " " .....G F Bassett & Co
314 " .....Eimer & Amend
5 " " .....O Goetz
21 " " .....Higgins & Seiter
19 " " .....Koscherak Bros
14 " " .....Julius Palme
108 " " .....L Straus & Sons
4 " " .....N Wapler
3 " " .....Hamburger & Co
14 " " .....Samstag & Hilder Bros
58 " " .....Strobel & Wilken Co
152 " " .....Miscellaneous Orders
45 " earthenware.....L Straus & Sons
13 " " .....Chas Ahrenfeldt & Son
104 " " .....L D Bloch & Co
102 " " .....Bawo & Dotter
10 " .....G F Bassett & Co
6 " " .....Fenesterer & Ruhe
12 " .....Koscherak Bros
14 " " .....Julius Palme
12 " " .....Samstag & Hilder Bros
59 " " .....F W Woolworth
65 " " .....Hamburger & Co
12 " " .....Higgins & Seiter
3 " " .....B Illfelder & Co
7 " " .....J Wygand & Co
133 " " .....Strobel & Wilken Co
397 " " .....Miscellaneous Orders
41 " toys.....Samstag & Hilder Bros
80 " " .....Hamburger & Co
183 " " .....Geo Borgfeldt & Co
370 " " .....B Illfelder & Co
2 " " .....N Wapler
269 " " .....Strobel & Wilken Co
210 " " .....Miscellaneous Orders

LIVERPOOL

8 packages chinaware.....Bawo & Dotter
40 " " .....Chas Ahrenfeldt & Son
19 " " .....Strobel & Wilken Co
6 " " .....Miscellaneous Orders
4 " glassware.....J Davison
5 " " .....Meakin & Ridgway
20 " " .....Strobel & Wilken Co
9 " " .....Miscellaneous Orders
8 " earthenware.....Geo Borgfeldt & Co
41 " " .....J Davison
6 " " .....Higgins & Seiter
3 " " .....The Rowland & Marsellus Co
20 " " .....G F Bassett & Co
3 " " .....Bawo & Dotter
10 " " .....E Boote
30 " " .....Maddock & Miller
10 " " .....Meakin & Ridgway
10 " " .....L Straus & Sons
27 " " .....Strobel & Wilken Co
51 " " .....Miscellaneous Orders
52 " toys.....Strobel & Wilken Co

ANTWERP

162 packages glassware.....B Gunthel
6 " " .....J M Shaw & Co
125 " " .....Miscellaneous Orders
41 " earthenware.....G F Bassett & Co
9 " " .....Geo Borgfeldt & Co
1 " " .....Hamburger & Co
9 " " .....Koscherak Bros
49 " " .....L Straus & Sons
28 " " .....Strobel & Wilken Co
15 " " .....Miscellaneous Orders
32 " toys.....Strobel & Wilken Co
7 " " .....R H Macy & Co
16 " " .....Geo Borgfeldt & Co
7 " " .....B Illfelder & Co
65 " " .....Miscellaneous Orders

HAVRE

594 packages chinaware.....Haviland & Co
59 " " .....Vogt & Dose
52 " " .....F P Abbot
22 " " .....Endemann & Churchill
9 " " .....Miscellaneous Orders
77 " glassware .....E Utard

HULL

50 packages glassware.....F W Woolworth
82 " chinaware.....F P Abbot
5 " " .....J H Venton

LIMOGES

125 packages chinaware.....W L Briggs

FIUME

99 packages glassware.....Endemann & Churchill
46 " " .....L Straus & Sons

IMPORTS AT PORT OF BOSTON.

HULL

4 packages earthenware.....B D Webber

LIVERPOOL

28 packages earthenware.....Jones, McDuffee & Stratton Co
20 " " .....American Express Co
82 " " .....Mitchell, Woodbury Co

MANCHESTER

1 package earthenware .....R H Stearns & Co
161 " " .....Downing's American Dispatch
2 " " .....H Leonard & Sons

ANTWERP

26 packages earthenware.....Jones, McDuffee & Stratton Co
9 " " .....Hamburger & Co
7 " " .....American Express Co
125 " " .....Geo Borgfeldt & Co
81 " " .....Miscellaneous Orders

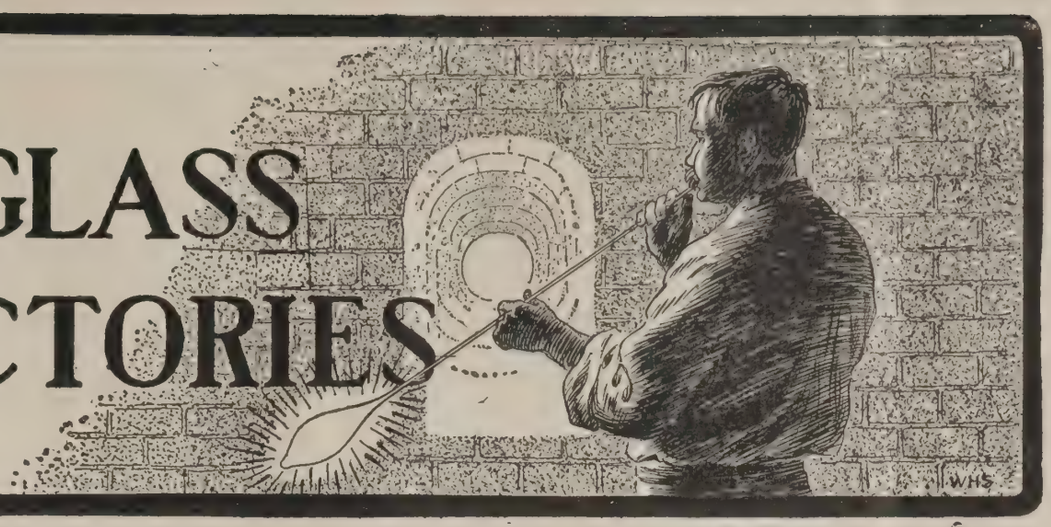
HAMBURG

69 packages earthenware.....Jones, McDuffee & Stratton Co
6 " " .....L E Knott
65 " " .....L Wolf & Co
2 " " .....W N Proctor & Co
16 " " .....Bausch & Lomb Optical Co
2 " " .....Hilder Bros
166 " " .....R F Downing & Co
181 " .....Geo Borgfeldt & Co
123 " " .....Boston and Maine Railroad
23 " " .....C J Pierce & Co
75 " " .....First National Bank
2 " " .....P L Carbone
23 " " .....Miscellaneous Orders

SHOULD INTEREST POTTERY AND GLASS FIRMS.

IN order to demonstrate the merit of its reproductions of glass, pottery and jewelry, the Robert Rawsthorne Engraving Co. has just issued an interesting publication. It contains forty-eight pages, which are occupied by specimens of the concern's work in the reproduction of cut glass bowls by three processes: woodcut, half-tone from retouched photograph, and half-tone direct from the ware. Different qualities of paper are used throughout the book in order that the appearance of the various processes may be best presented. The workmanship is of a superior character and serves to more than ever emphasize the capabilities of the firm in this particular line.

THE GLASS FACTORIES



Pittsburgh and Vicinity.

The gas shortage, which has reached an acute stage in the pottery districts, has also been felt in this section, and, as in the sister industry, there is much figuring on getting back to coal as a fuel. Among those who have recently changed is the Phoenix Glass Co., at its Monaca plant. The H. L. Dixon Co. report that the demands for gas producers are coming from all over the district in an unprecedentedly large number.

One concern not troubled by the gas shortage is the Consolidated Lamp and Glass Co. For seven years this plant has derived its supply from a well owned by itself, the product being conveyed to Coraopolis by its own line, six miles in length. Recently two more wells in a new district four miles away have been acquired, and the company are now building a new connecting line to these wells. The three wells will give the plant 21,000,000 feet daily, while its requirements are only 500,000 feet. The company intends to cork up the surplus for a rainy day.

The Ohio Cut Glass Co.'s line has been added to the large list already on display at the beautiful new sample rooms of the National Glass Co. at 307 Market street, Pittsburg, which are under the management of S. F. Elkins. The line includes twenty five pieces of fall leaders and has proven an instantaneous success. In addition to this Mr. Elkins is kept busy showing the "Milano" line of the Riverside Glass Co., the "Prescut," of the McKee-Jeannette Works, "Nearcut," of the Cambridge Glass Co , "Krystol," of the Ohio Flint, and the various lines of the Rochester Tumbler Works, Indiana Glass Co., and the Cumberland Glass Co.

The Pittsburg Lamp, Brass and Glass Co.'s business at each of its three factories is better than at this time in any previous year. and all the plants are working at full speed.

The United States Glass Co. have all they can do filling present orders and at the same time preparing the seven new lines to be exploited in January. They are now calling especial attention to the new line of lead blown stemware No. 13643, deep etched and with Princess decoration—one of the handsomest things they have ever put out. They are also finding an unsually heavy demand for their special line of gold decorated ware. The United States are among the least affected by the gas shortage, being on an independent line.

T A. Rodefer, of the T. A. Rodefer Co., Bellaire, was in Pittsburg during the week, attending the wage conference of the National Association of Manufacturers of Pressed and Blown Glass and the union men.

The new safety inverted globe of the Consolidated Lamp and Glass Co is making a pronounced hit in every place in which it has been shown, and the company expects it to be one of the most taking things it has ever put out A strong point with it as a seller is the endorsement it has received from insurance men in various States, it being practically an insurance against any danger from falling fragments of mantle, sparks from matches or other sources of fire. Its graceful design, absence of shadow and perfect draught are other points in its favor.

Jeannette.

The McKee-Jeannette Glass Works have lighted another furnace, which will mean a pronounced increase in the production of this factory.

Lazearville.

The Eagle Glass and Mfg. Co. have moved into the building erected for the use of their stamping machinery. The new edifice is 220 by 65 feet, and four stories high. They began last week on another building to replace the last of the temporary structures erected after their fire. This will be 102 by 86.6 feet, When completed they will have brick buildings covering the

entire square, 600 by 500 feet, save and excepting the furnace sheds, which are of corrugated iron.

Moundsville, W. Va.

A change has occurred in the management of the Fostoria Glass Co.'s plant here. H. L. McClure recently resigned as manager and has been succeeded by Jos. F. Voitle, formerly connected with the night force.

Bellaire, O.

Under the management of Robert Englehardt, who was formerly a member of the Wheeling Glass Decorating Co., the Elite Glass Works have been opened here. The purpose of the new concern is to decorate staples and novelties in glassware.

IN THE HOUSEFURNISHING WORLD.

P. T. Foye's department store, Savannah, Ga., was recently damaged by fire.

* *

Louis Mann & Son's clothes-pin mill in West Paris Me., was opened last week.

* *

The Worcester, Mass., Metal Goods Co. has been incorporated with a capital of $30,000.

* *

An extensive addition to Renrous, Kleinie & Co.'s brush factory, Baltimore, Md., is being built.

* *

Fire caused $1,200 damage to the Mills-Elliot Co.'s woodenware factory, Port Huron, Mich., recently.

* *

The five-story housefurnishing building of Oliver Rothert, Altoona, Pa., was recently destroyed by fire.

* *

The Tuxedo Novelty Co., Brooklyn, N. Y, has been incorporated to manufacture stamped metal goods and novelties. Capital, $2,500.

* *

A fire that at first threatened to destroy the Menasha, Wis., Woodenware Co.'s plant last week was subdued after considerable damage had been done.

* *

Plans have been filed by A. I. Namm, the Brooklyn department store owner, for a six-story building as an addition to his present holdings on Fulton street, Hoyt street and Elm place.

* *

A new department store has opened its doors in Rochester, N. Y. It is situated at the corner of Main street east and Stillson street, and is known as the People's Department Store, John R. Cavanagh being the president of the company which owns and conducts it. J. W. Cobb is superintendent and merchandise manager.

* *

There is a strike for an advance in wages in the Union Broom Co., the Pioneer Broom Co, Gardner Broom Co. and the Amsterdam Broom Co., of Amsterdam, and the Mohawk Valley Broom Co of Fonda The factories are practically closed.

NO LIMIT TO SALARIES.

THERE is no limit to the salary the captain of industry is willing to pay when he sees the man he wants, says H. J. Hapgood in a recent magazine article. One of the largest industrial combinations sent representatives 3,000 miles across the sea to offer a salary of $25,000 a year to a man who had the qualifications necessary to establish and take charge of its most important departments. This flattering offer was refused, although the company was willing to go even higher, and the place is still unfilled. One might go on indefinitely with instances like this.

So well qualified a judge as Elbert H. Gary, chairman of the board of directors of the United States Steel Corporation, which pays out in salaries and wages about $125,000,000 a year, sums up the matter when he says: "The real question is not the size of the salaires, but whether the right men are drawing them. One man may be cheap at $10,000 a year, while another man in the same position might be dear at $1,000 year.

The tendency of the business world just now is not to search for men who will take low salaries, but for men who deserve high salaries.

The difficulty does not lie in lack of ability any more than it does in niggardiness of employers. It is true that the demands of business have increased enormously, and the man who was considered above the average twenty years ago would not be up to preseut standards. Human ability, however, has kept pace with the advance in business methods, and the average salesman, executive, clerical or technical man of to-day is more capable than one in the same line of work ten years ago.

What employers need to-day is not more ability. There is enough of that—in fact, as a well-known business man recently remarked, perhaps there is too much. What is needed is more men with the power and inclination to use the ability they have

Employers want men who combine with their ambition, education and natural talents, honesty and the capacity for hard work. This sums up the requirements and the scarcity of men who meet them explains the world-wide search that is now going on. There is no lack of ability, but there is a lazk of the integrity, the energy and the infinite caparity for taking pains, without which even great ability can accomplish little.

Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.



China Jobbing Lines— Spring Delivery. Import Samples Now Ready.

THE displays of past years are quadrupled in this year's B. & D. showing of German, Austrian and French fancy lines and dinner ware for "Spring Import."

Large buyers will inspect this notable display as soon as possible, realizing that early deliveries are contingent upon early orders.

BAWO & DOTTER

26 to 34 Barclay St., New York.

Supplement Your Import Arrivals From Our Stock.

WE have good supplies ready for immediate delivery in German Fancy Goods, Dinnerware in FRENCH, GERMAN, AUSTRIAN and ENGLISH makes, BASSETT CHINA and ENGLISH STOCK PATTERNS. An inspection of our LINES will prove advantageous to you.

Geo. F. Bassett & Co.,

49 Barclay Street and 52-54 Park Place,

NEW YORK.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street, New York City.

AS an evidence of how A. J. Wilkinson's "IRIS" pattern is selling the following is a copy of a letter received this week from one of our customers:

Denver, Colo., Oct. 20, 1906.

MR. ROBERT SLIMMON, 96 Church St., New York City.

Dear Sir—We are mailing you import order for the "Iris" pattern, which we find to be the best selling English pattern we have ever had. We wish you to hurry this order along and get it to us as early in January as possible.

Yours truly,

JOSLIN DRY GOODS CO.

EDWARD BOOTE,

Importer of China, Earthenware and Glass,

46 West Broadway, New York.

Cauldon China and Earthenware.
Boote's Vitrified Hotel Ware.
Bishop & Stonier Dinner Ware.
Gibson & Sons' Teapots.
John Walsh Walsh Glass.
Samuel Ford & Co.'s Cheap Dinner Ware.
Edinburg & Leith Glass Co.'s Rock Crystal.

WE SHALL BE REPRESENTED
IN NEW YORK FROM

October 28th to November 10th

BY

Mr. Cecil E. Taylor

At the FIFTH AVENUE HOTEL.

MR. TAYLOR is prepared to show a very complete line of our latest productions, and will be pleased to have you call.

The Knowles, Taylor & Knowles Co.,

East Liverpool, Ohio.

Remember!

THAT we carry twenty OPEN STOCK DINNER WARE patterns in New York always ready for immediate delivery. We know there will be a demand for stock goods this fall, and we have prepared to supply the wants of all dealers who will need fine wares.

We shall be glad to send colored illustrations of our Dinner Ware patterns to any who may request them

In addition to our French China lines we call attention to our Bohemian Table Glassware, both plain and engraved, from stock or import.

We have also many novelties in our new import lines of French China Dinner Ware for Spring delivery.

Special attention is called to our large and varied stock of White China for Decorators. Catalogue and price list sent on request.

ENDEMANN & CHURCHILL,

50 Murray St. New York.

SOLE AGENTS FOR

L. BERNARDAUD & CO.,

Limoges, France.

CROCKERY AND GLASS JOURNAL

NEW YORK, NOV. 1, 1906

THE CONDITION OF BUSINESS.

New York. There continues to be a great demand for goods. This fact is not indicated so much by the presence of visiting buyers as by the mail requisitions. The road salesmen are still booking numerous orders, and there are also many urgent appeals for goods direct from the merchants. The buyers who ignored our highly optimistic view of trade early in the year, and disregarded the advice to purchasef reely, are probably now, figuratively speaking, kicking themselves. They are confronted by abbreviated stocks and an uncertain prospect of replenishing them. Still, goods are to be had, and as the holiday business in prospect is certain to be the very greatest in the history of this country, merchants should buy up to the limit as late as possible.

There remains a brisk call for German goods. Some complaint is heard concerning shipments from the German factories, which are claimed to be annoyingly slow and irregular on the cheaper wares The concerns over there have been bending every energy towards the filling of orders on wares that are calculated to yield substantial profits. The cheaper lines, meanwhile, have been obliged to stand aside.

The French china salesmen now on the road with samples for spring delivery are reported to be doing well. There is reputed to be a shortage of this class of wares in the hands of American retailers this year, even though the import figures denote an increase of nearly $200,000 over 1905. A brisk call has already been made for French lines from stock, but the supply is not calculated to satisfy the demand.

English houses that carry stock have been experiencing the greatest trade in their history, and the call is largely for the better class of goods While the movement of the medium and lower-priced lines has undoubtedly lessened, the increased popularity of the more expensive wares will probably more than offset this loss.

The domestic potteries are pushed to an extreme in their endeavor to satisfy demands. Shipments have been retarded because of several unavoidable contingencies. The fuel difficulty in the West, the irregularity of some of the operatives in Trenton, and the general inability to obtain decent service from the railroads in the matter of transportation, have all contributed to the dissatisfaction. But, for all that, it is likely that no dealer who placed his order reasonably early will be seriously inconvenienced. The dilatory buyer, of course, must expect to suffer for his folly.

Cut glass manufacturers are obliged to work overtime in many instances in the effort to get out goods. This has been a splendid season for cut glass, although prices have been sadly demoralized. Some quotations on nappies and bowls particularly are alarmingly low. On the finer specimens prices have been firmer. It is unfortunate that some means can-

not be effected for the preservation of prices on this commodity. The wanton slaughter that has long been in progress has cheapened its artistic prestige, and will do even more unless a halt is called.

Interior lighting accessories for oil, gas and electricity have sold with rare spirit. The movement in gas and electric goods, of course, is no surprise, but it is a really a matter of wonder how heavy has been the sale of oil lamps. The popularity of shades, especially, has been marked

In the housefurnishing goods line the same conditions prevail. Enameled ware has never been in such request, and woodenware is favored by business of a proportionate character.

Trenton. Conditions at the local factories show no change. Orders are quite as plentiful as during the preceding few weeks, and the manufacturers are concerned only as regards satisfactory shipments. Complaint is heard that the railroads are derelict in their forwarding of goods. One case is cited of a pottery that shipped a good sized order to Providence, R. I., more than five weeks ago and which has yet failed to reach its destination. Somewhere along the route it is probably sidetracked and awaiting the convenience of the railroad officials. Meanwhile, shipper and dealer are fuming and fretting. Other instances of a somewhat similar nature are cited. This state of things has aggravated an already unsatisfactory situation with reference to shipments. The factories are all being operated to their very limit in the endeavor to keep abreast of the cry for goods.

East Liverpool and Vicinity. There is only one topic of discussion in the East Liverpool field among the potters, and that is the fuel question. Without exception every pottery is working to capacity and the only hindrance to production is the fact that so many kilns have been kept cold through shortage of gas. Business is pouring in from all directions, and the problem is how to meet it under the adverse conditions of lack of fuel and shipping facilities. The holiday trade, preparation of new lines, gas and car shortage, all coming at the same time, are keeping the average East Liverpool manufacturer guessing these days.

Pittsburgh and Vicinity. Business in Pittsburgh and the glass territory generally is about all that the facilities can accommodate. There is nothing of a record-breaking nature, as almost every factory is having its troubles in filling its orders The small buyer of holiday goods, who, as usual, puts off his orders until the last moment, is making his appearance with rush demands and is causing some trouble. The gas shortage, while not so pronounced in the glass houses as in the potteries, is having some effect, while the dearth of freight cars is causing more or less delay in shipment.

ONONDAGA'S LOCAL HEADQUARTERS.

FINAL arrangements have been perfected for the opening on December 1 of permanent New York headquarters for the Onondaga Pottery Co. Two excellently adapted rooms on the second floor of the building at 237 Broadway, corner of Park Place, have been engaged. The rooms occupy 600 square feet of floor space and may be reached either by stairway on the Broadway side or by elevator from Park Place.

Edw. M. Uniack, who is to be in charge of the establishment, has concluded to reserve the larger of the two rooms for the exposition of decorated wares. White goods and other articles will be shown in the smaller room. Mr. Uniack will have assisting him a younger brother, Jas. M. Uniack, who is at present traveling for a Baltimore mercantile house. Another salesman, not yet selected, will also be engaged.

LIVERPOOL EXPORTS

From David Inglis & Co.'s Circular.

To	Shipments week end'g Oct. 13,'06	Corresponding period 1905	Exports Jan. 1 to Oct. 13 '06	Corresponding period 1905
Boston	153	137	5681	4666
New York	154	190	5139	5679
Baltimore	230	297	11610	9710
Philadelphia	15	25	956	785
New Orleans	341	....	3484	2925
Newport News	22	....	1102	795
San Francisco	53	....	1351	865
Portland (Me.)	3	81	742	426
Galveston	167	..	1248	764
Portland (Or.)	99	4	804	422
Inland Points	180	55	9669	11179
Total	1420	789	4 786	38166

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

To	Shipments week end'g Oct. 13,'06	Corresponding period 1905	Exports Jan. 1 to Oct 13,'06	Corresponding period 1905
New York	153	190	5191	5744
Boston	115	137	5712	4475
Philadelphia	15	8	916	737
Baltimore	280	294	11799	9946
San Francisco	53	....	1821	865
New Orleans	341		3680	2927
Portland (Me.)	3	81	642	288
Galveston	137		1195	750
Newport News	22	....	987	864
Portland (Or.)	99	4	855	422
Inland Points	178	55	10335	10820
Total	1346	789	42633	37833

Around the District



THERE has been a proportionately small representation of buyers here this week. But the continued need of goods is evidenced by the heavy mail business The visiting dealers who are here this week have been attracted almost wholly by a desire to obtain goods from stock, and the houses handling such lines are being pushed to the limit.

Many merchants are finding it necessary at this time to supplement their import purchases from stock. A remarkably brisk fall season has literally swept away their supplies—and yet the holiday trade is still to come. It is to this class of dealers that Geo. F. Bassett & Co. will prove benefactors, for in fairly good quantities and ready for immediate delivery the firm has a stock of German fancy goods, English, German, French and Austrian dinnerware, and Bassett china and English stock patterns.

For the purpose of improving their display of the Unique Art Glass and Metal Co.'s shades, S. B. and C. B Clark have attached electric lights to the dozen examples occupying the window at 43 Park Place, and the effect is particularly beautiful. The pieces, by the way, serve to fully demonstrate the possibilities of the Unique concern, being different types in shapes as well as color harmonies and designs. The factory, which is located in Brooklyn, is operated night and day to keep abreast of the unprecedentedly heavy demand.

An electric shade, styled No. 283, is one of the most recent acquisitions to Gillinder & Sons' exhibit. It is presented either in a ruby-tinted roughed inside or roughed outside. The ruby tinting, which is something of an innovation for Gillinder in this line of goods, is very tasteful. The edge of the shade is scalloped and the exterior is heavily ribbed

There has just been received by A. L. Wells an unusually nice line of candlesticks from A. H Heisey & Co. They are in three sizes, 15, 21 and 30 inches, and possess from one to four lights. The tall column is six-fluted and colonial. On the pieces containing three and four lights the centre bobesche may be removed should the purchaser desire, and the same choice may be had in the way of prisms, which are either dotted or plain colonial.

Hamburger & Co. have a few fish and game sets and some bric a-brac import samples which they are disposing of to make room for their new lines soon to arrive. Concessions will be made.

Not content with the emphatic success scored by its matt green ware, the Roseville Pottery Co. has for some time been experimenting with a plan to present this color in an entirely new way. That the effort has proven successful is demonstrated by the samples that have already reached the local showroom. To describe the effect produced by this novel employment of the color is impossible. There seems to have been applied to the body two distinct tones The upper layer is solid only in certain spots and permits what is apparently the under layer of darker green to break through and form the most fantastic designs. It is a highly artistic conception, and because of its positive originality is certain to win additional fame and orders for its creators.

Occupying a sample room at the Fifth Avenue Hotel, Cecil E. Taylor is showing a large and comprehensive array of items from the Knowles, Taylor & Knowles Co. Mr. Taylor is to remain here until November 10. His offerings embrace all of the latest productions by the K. T. & K factory, among which are some positive innovations.

A new and decidedly pleasing deep-etched design has made its appearance in the blown line from the United States Glass Co. It is of a floral character, but the subject is very much conventionalized. There is a fine sweep and fullness to the pattern. A couple of new needle etchings of the scroll type have also been lately introduced. The space occupied by this blown display in the concern's local headquarters

has been increased during recent weeks by the addition of many new pieces. The line is now complete, and will bear comparison with any other in the market.

L. Straus & Sons call to the attention of late buyers their ability to supply from stock many desirable goods. They have a very large assortment of bric-a-brac, cut glass, Vienna goods—in short, all the articles most in demand at this season of the year. No one need go without ware if they will visit or write to this firm.

There is certainly no lack of variety in the decorated and iridescent glassware line offered by the Tivoli Art Glass Co. There are pieces in the assortment that may be purchased for one dollar, while others are priced at fifty dollars. Between these two extremes are shapes and decorations enough to satisfy the most critical purchaser. The vase collection, particularly, is very diversified. Some excellent things in fancy bowls, globes and various novelties are also shown.

HOW GLAZE WAS DISCOVERED.

THE potter's art owes much to accident. When on a journey, in 1720, Simon Astbury, an English potter, chanced on halting at Banbury to notice that one of his horse's eyes was much inflamed, He consulted a hostler, who threw a red-hot flint into a pail of water, thereby reducing the former to a powder, which he applied to the injured eye. Astbury, who had watched the process, perceived therein the solution of a problem that had long perplexed him. He procured a cartload of flints, had them fired and pulverized, and having mixed the powder with pipeclay and water applied it to his ware, which thus, after the final baking, acquired the gloss he had so long sought.

WHAT IS THE SELLING PRICE?

THERE never was an efficient salesman who ever found it advisable to help his employers in figuring out the selling price of any article; and one who understands his duty will be very careful not to trench upon this or any other line of work that appertains solely and specifically to the home office. Further, he does not want to know the actual basis of the calculation by which the selling price is fixed, for it cannot help him in any way in closing sales. He knowes the goods, he knows the price. If he knows how to present his proposition and how to adapt himself and his selling talk to the prospective customers, he will still find his work hard enough, without shouldering any work for which he was not engaged

The truth is that the selling price is always treated by capable salesmen as secondary to utility and quality; and, when price is mentioned, it is only to prove that the purchase of the article will save money to the customer. It should not be made a subject of argument at any time, nor should it be trifled with in the least, house instructions being followed implicitly in every case.

Notwithstanding this, there are two classes of so-called salesmen who violate this principle at every opportunity. The first and more numerous class seem to think that their special business is to cut prices, foolishly overlooking the fact that their standing with their houses and the size of their salaries depend wholly upon the profits arising from their sales The second class are equally unbusinesslike, sometimes enthusiastic, but dangerous, and often absolutely devoid of any conscience in upholding the good name of their employer or in playing fair with their customers.

These are the "price boosters," who take advantage of every chance to add to the selling price all they think the customers will stand. They usually brag about their shady methods and consider themselves crack salesmen, but they are little better than confidence men. The business world generally does not regard it as salesmanship. Both classes cause continual worry and trouble. Their acts unsettle prices, and, especially in the case of the booster, who is always getting found out, reflect directly upon the integrity of the house

The real salesman knows how to follow instructions and sell the goods—and, o course, he gets the price.—*Salesmanship*

TEAM WORK AMONG PARTNERS.

THE subject of "team work" and cheerful co-operation among employees has frequently been discussed. It is a question, however, whether due attention has been given to the importance of team work among the members of a firm or the heads of a company. It being a self-evident fact that the success of a business depends on harmony among its owners, it would seem strange, were it not of such frequent occurrence, that jealousies and bickering should exist between partners, and that, as is sometimes the case, the excellent qualities and abilities in certain directions of one or more of the firm members should be overlooked by their associates, while their shortcomings are magnified.

As regards the members of a firm or officers of a corporation, fitness for certain duties and unfitness for others on the part of each individual member should be recognized by all the members, and the constant effort should be to assign to each firm member or officer the work to which he is particularly fitted, and to watch out for and correct in a diplomatic manner the mistakes which he may make.

Conversely, each member of the firm should be

at all times ready to acknowledge that he does not "know it all" and that while he may lead in one direction he must of necessity be content to follow in others. It is hardly going too far to say that in at least the great majority of cases the success of a large concern may be attributed to the unity which prevails among its members, while failure may frequently be traced to dissension and cross purposes.

Most of our readers, no doubt, can call to mind instances in which this unity has produced the best results, not only in the first, but in the second generation. In several cases where the control of immense stores has passed into the hands of the sons and other relatives of their founders the future of the young men, as well as of the business, was upon their entrance into the management regarded as doubtful. But the spirit of co-operation which prevailed, the general and natural tendency of each member of the firm to assist and advise the others, and—what is no less important—the willingness all around to accept suggestion and advice, within a brief time produced such admirable results that the concerns in question are now greater and more prosperous than ever, although control has been largely relinquished by the original members of the concern.

The moral is that when partners find their views and temperaments diametrically opposed they should seek by all the means in their power to find some harmonious basis on which they can work; failing which, they should separate before the effects of their incompatibility of methods and dispositions have an opportunity to become disastrous.—*Dry Goods Economist*

TO COLOR INCANDESCENT GLOBES.

THE storekeeper in any line of trade has more or less frequent use for colored electric lights, and while these may be obtained of glass blown in almost any color, they are somewhat expensive. This is a matter of some consideration, especially when the lamps are desired only for temporary use for some special occasion. For this reason the following formulas may be worth cutting out or copying and preserving for future use:

Frosted effects may be obtained by dipping the globe in a saturated solution of alum The lamp must be held in the hand while the crystalization takes place on the surface of the globe. If it is laid down or even hung up the coating will be unevenly done and the result unsatisfactory. Repeated dippings will make a heavier deposit.

The alum solution may be colored by the use of some of the dyes which are to be purchased ready prepared for use. A red effect may be secured by the use of logwood or cochineal. Turmeric added while the alum solution is cooling will give a yellow tinge.

Where these globes are to be exposed to the weather a transparent solution of white may be secured by dissolving shellac in wood alcohol and coloring with an aniline dye of some kind.—*Jewelers' Circular*

ONE OF THE OLD GUARD.

THE late John P. Ammidon, who passed away recently at Brooklin, Me., will be remembered by many of the older members of the trade. He was born at Southbridge, Mass., July 14, 1829, and removed to Baltimore, Md., in 1857, where he established the firm of Ammidon, Crombie & Co., one of the best known jobbing houses in crockery, lamps and table



JOHN P. AMMIDON.

glassware of that day. Mr. Ammidon had the distinction of being the pioneer in selling kerosene oil and lamp goods in the South, and in his later years had often been heard to remark that he had sold many barrels of "coal oil" at a dollar a gallon. He retired from the line in 1876 and since then had been engaged in the tin business. Ammidon, Crombie & Co. were succeeded by Ammidon & Co., D. F. Haynes & Co., Ramsay, Baker & Co. and Frank M. Baker & Co.

UNDISTURBED.

"BOY," said a haggard man to an urchin on the highway, "the officers are after me. Can you show me to a place where I can hide and be safe? Where no one will ever look for me?"

"Sure," said the urchin. "Hurry over to that store. It never advertises."

Tel. 3231 Cort andt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery Lamp Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, NOV. 1, 1906.

WHY MERCHANTS SHOULD BUY EARLY.

MORE than one merchant is destined during the next few weeks to suffer the penalty of his procrastination in placing orders for domestic wares The factories are literally engulfed by demands, and even under the most favorable conditions would find it extremely difficult to satisfy the cry for goods Their position has been rendered more embarrassing in this regard by certain unexpected contingencies which have arisen in recent weeks to retard operations. The lack of adequate gas fuel in East Liverpool and the loss of the services of boys under sixteen years of age by the glass factories have been among the more conspicuous obstacles that fate has tossed in the path of manufacture From Trenton, too, has come a complaint that many of the pottery operatives have this fall been indulging in a series of vacations that have helped to seriously interfere with the production of wares.

Even without any of these unlooked for impediments it would have been quite beyond the capacity of the various plants to make shipments on time. This season, one must remember, has been, and continues to be, an extraordinary one. Therefore, it does not require a great deal of reflection to realize how decidedly the shipping facilities of the factories have been hampered by the fuel and labor interruptions mentioned. Some dealers are consequently quite certain to find themselves without sufficient and much-needed stock after the holiday shoppers have become busy. The factories cannot be expected to turn out more goods than their facilities will warrant, and they must do the next best thing—satisfy the wants of the merchants who placed their orders first. The remainder will have to pay the penalty of their dilatoriness.

Possibly the lesson, while a costly one, may serve a useful purpose. In former years the importunities of the road salesmen that heavy advance purchases be made have been pretty generally ignored by merchants. Often have the salesmen's intimation that there would be a shortage of goods later in the season failed to come true, and the buyers have in late years become very skeptical on this point. They seem to have concluded that there would always be enough goods to go around. Possibly there might have been in normal years, but this is one of the abnormal variety.

Caution is an admirable trait in the buyer, and he may by such delay save something in the way of interest and also relieve himself of worry as to how he is going to dispose of the early-purchased goods. But this comparatively slight benefit is more than counterbalanced by the perplexed state in which the merchant finds himself when his trade calls for goods that he is unable to furnish. Hand-to-mouth buying may represent a safe policy, but it is not practiced by the more successful merchants.

PERSONAL.

MANY of the more ignorant foreigners that emigrate to these shores are said to be imbued with the notion—before reaching here, of course—that money may be picked up in our streets. J. K. Hull, who manages the Joske Bros Co 's china department in San Antonio, Tex., has lately had a couple of experiences that lead him to the same opinion. While awaiting the arrival of a train in the Pennsylvania depot at Pittsburgh a couple of weeks ago he lighted a cigar. Carelessly tossing away the still burning match, his eye casually followed its progress and saw it alight on a piece of green paper Ignition was imminent, and Mr. Hull's financial intuition was aroused. He darted towards the patch of green and discovered that it was a five-dollar bill. Upon reaching the Jersey City train-shed some hours later he spied a nickel just as he left the train. He picked it up, and a few feet further on found a quarter. Before reaching the ferry-boat he had accumulated forty-one cents in this manner. Mr. Hull should never hold his head erect again. More profitable in his case to focus his gaze at a lower angle.

A. H. Heisey left for his glass factory in Newark, O., last Saturday after a brief visit to New York.

W. E. Wells, secretary-treasurer of the Homer Laughlin China Co., is recovering from a severe at-

tack of tonsilitis at his home in East Liverpool, O. Two physicians have been attending the patient, whose condition was critical for a few days.

B L. Britton, treasurer of the Geo H. Bowman Co , has returned from a pleasure tour of Europe The trip covered a period of eight weeks.

Frank Bryce, with the United States Glass Co., who has been in England for the past five weeks on business connected with the London branch of the company, sailed for home on Monday of this week.

The Umbria, which docked last Saturday, brought home Geo. H. Bowman after his annual business visit to the European china and glass factories.

Thos. G. I erbyshire has engaged as corresponding secretary with the Evansville, Ind , Glass Works. He was formerly with the Huntington, W. Va , Tumbler Co.

Wm. T Gillinder, president of Gillinder & Sons, came over from Philadelphia last week for a stay of a few days. The purpose of his visit was to present the varied attractions of New York to Robert Carnahan and J Miller, faithful old employees of the concern. The couple came here as the guests of Mr. Gillinder, who shouldered every expense incident to their first inspection of the metropolis. They had a royal time, and just before boarding the ferry-boat on their homeward trip are said to have admitted that "the town is blamed near as lively as Philadelphia."

A. T. McPherson, with Carlowitz & Co , has the sympathy of a wide circle of friends in the death last week of his wife. Mrs. McPherson was ill for nearly a year, and her condition became so serious a few days before her death that Mr. McPherson was summoned to her bedside in Detroit, Mich

Harry Rosenstein, with the Japanese Fan Co., has entirely recovered from his recent indisposition and started last Saturday on an import trip for 1907.

J. B. Owens was noticed in the District a few days ago, having come on from Zanesville, O., to arrange some matters in connection with his pottery and tile iuterests here.

E. D Wetton is home from a three months' expedition in the South and West with C Dorflinger & Sons' line.

A change in the management of the National Glass Co 's office in Philadelphia is to take place on January 1. Jos. Tompkinson, the present manager, retires in order that he may accept the position of manager of sales for the McKee-Jeannette Glass Works, Jeannette, Pa. He is to be succeeded by John Roop and Fred Peacock. The former is at present with Downs & Bean, of Philadelphia, while Peacock travels through Pennsylvania for the National Glass Co.

Faithful to his promise, Geo. H. Kefauver has not remained long out of the china trade. After a comparatively brief career in another line of business he has accepted the berth of assistant to Robert Yarwood, buyer for the Simpson, Crawford Co.

D. H. Raymond, who travels through the South for Gillinder & Sons, visited New York a few days ago at the close of his fall campaign. From here Mr. Raymond proceeded to his home in Elgin, Ill., for a deserved rest.

Leonard Stock, with Chas. Ahrenfeldt & Son, rambled westward on Wednesday for a trip that will keep him active until a day or two before Thanksgiving.

At the close of the present year W. F. Ellisson leaves the selling staff of the Cook Pottery Co. and will devote his entire time to the marketing of the Iroquois China Co.'s product. Mr. Ellisson has been representing the Iroquois this year, but it has been in connection with his duties as the Cook concern's Western order-booker.

A. A. Bean retires from the firm of Downs & Bean, Philadelphia, on the first of January. He will locate in New York as the representative of a large New England importing house, and have a line of cut glass in addition. Thos. Downs, Jr., will continue in Philadelphia.

Tracey Bergen has just closed a profitable tour of the West with samples from the J. D. Bergen Glass Co.

Thos. F. Stritmatter, manager of the Quaker City Cut Glass Co., has returned from a business visit to Canada that occupied two weeks.

A. J. Fondeville, of Fondeville & Van Iderstine, is due to reach New York on Saturday after a visit to the European factories which his firm represents in this market.

Walter R. Wearn leaves the road at the end of this year to assume control of the New York sample-room of the McKee-Jeannette Glass Works, Riverside Glass Works and Cumberland Glass Works. He will be located at 25 West Broadway. The Riverside and Cumberland lines are now being looked after by

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Theo. Frankel, who will next year devote his attention solely to the goods from the Ohio Flint Glass Co and Hocking Glass Co. Douglass D. Dodds, now in charge of the McKee Jeannette Glass Works line, is to assist Mr. Wearn in his new work. The latter has been traveling for some years through the West, South, Northwest and Southwest with the Riverside and Rochester lines.

⚜

Milton H. Walker, with Hamburger & Co., returned on Tuesday from a two months' trip with import samples of china for spring delivery, and reports an excellent trade.

⚜

Wm. E. Nye, with Maddock & Miller, was in town for a few hours on Wednesday. His health has bothered him greatly again this fall, and during the past few weeks he has done little or no traveling. On the advice of his physician he is resting at his home in Moravia, N. Y., in the hope of building up his strength.

⚜

William Junor, of Toronto, Can., arrived in New York on Wednesday morning for a three days' visit to pick up novelties for the holiday trade.

⚜

Neilson Ramsey, who has been engaged by Carlowitz & Co. as assistant manager to M J. Geary, assumed his duties November 1.

⚜

Warren S. Creveling is now traveling for the Taylor, Smith & Taylor Co., of East Liverpool, and is expected in New York shortly with a line of samples.

DEATH OF JOHN MARSCHING.

JOHN MARSCHING, founder of the house that is now B. F. Drakenfeld & Co., died at his home in Riverdale, N. Y , Oct. 26, of cancer of the stomach, aged sixty-seven.

Mr. Marsching was born in Germany, and came to New York in 1867. In 1869, with Edward Drakenfeld, he established the house of J. Marsching & Co. In 1884 B. F. Drakenfeld, who was in the wholesale grocery business in California, came to New York and entered the house with a view of learning the business and purchasing his brother's interest, which plan was duly consummated in 1886, the latter then returning to Germany. In 1893 Mr. Marsching sold his interest to B. F. Drakenfeld, but left a small capital in the business and remained as a special partner. In 1905 the firm name was changed to B. F. Drakenfeld & Co., B. F. Drakenfeld, Jr., being taken into the firm at that time. Edward Drakenfeld died in Germany October 1 last of cancer of the throat.

Mr. Marsching had lived abroad most of the time since his retirement, but two years ago again took up his residence in New York. He was a director in the Yorkville Bank, and treasurer of the German Hospital in New York.

AND HE DOESN'T DRINK, EITHER.

THERE is one less copperhead snake in the world to-day because of the pluck and scrapping ability of Arthur J. Podmore, who was formerly connected with the Crescent pottery in Trenton, but now superintends the Camden, N J., Pottery Co. Mr. Podmore was headed for the plant one morning recently when he almost stumbed across a snake that had its four feet of length curled up directly in his path. The snake showed fight So did the potter; and the accurate curving of numerous stones in the direction of the snake's head soon settled his earthly existence. It is noted, incidentally, that Mr. Podmore is a temperance man.

THE LAST SALE OF THE SEASON.

E. BISSELL & CO. announce the last sale of agate nickel-steel ware this year. There will be several thousand cases offered on Thursday and Friday, November 8th and 9th With the scarcity of goods in the market and the immense demand for these wares buyers should seize this opportunity to get a stock immediately and at their own price. This sale will include not only standard shapes and patterns, but also quite a number of small articles suitable for department stores and the five and ten cent stores. Dealers can make money quickly and easily by attending this sale and buying as heavily as possible. There will not be another opportunity to buy L & G goods at auction until after the first of next year.

ONE MAN'S IDEA OF COMSTOCK.

WHEN Anthony Comstock's recent prosecution of a man named Richards for alleged misuse of the mails was being conducted in the United States Circuit Court, this city, the defendant's counsel put Mr. Comstock on the grill and roasted him with this speech to the jury:

"I charge Comstock with being a fakir and grafter of the first water. He never fights the big fellows, but persecutes the little ones This is the man who pretended to have been shocked by certain pieces of cheap bisque figures some time ago; and yet he is the same man who sold French bric-a-brac to 'Al' Adams' lawyer. You can draw your own inference."

The legal gentleman had reference to the occasion several months ago when the Comstockian personage swooped down on the District and affected to be hor-

rified at the alleged immorality of the "pot" figures which had been coming into the country for many years without any noticeable injury to public morals He ordered the figures off the counters in several houses, and threatened arrest if his orders were not respected.

"DON'TS" FOR WORKERS.

DON'T tell your troubles. The world isn't looking for anyone to console. Keep your troubles to yourself. Laugh in the face of difficulties and dare to feel sure of success.

Don't be afraid to go out of your way to do a man a good turn Favors are good investments and often bring a high rate of interest.

Don't indulge in long winded experiences in business. Talk briefly and to the point Your customer has no time to waste, and if you don't talk business he will get an idea you don't know your business.

Don't hang around gossiping after you have secured a customer's order Thank him and leave him, remembering his time is valuable.

Don't bark at other people's faults. Yours are just as glaring in the limelight of someone else's observation.

Don't let anything shake your faith in yourself.

Don't make personal remarks about your competitor.

Don't attempt more than you can do well.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

E H Wade, with Wm Barr D G Co, hf, St Louis, Mo. Knickerbocker.
W H Anderson, with P Wiest's Sons, hf, York, Pa. Herald Square
C H Mulholland, with Shepard & Co, t, Providence, R I. Union Square.
E A Frear, of W H Frear & Co, c, Troy, N Y. Imperial.
J A Armstrong, with J N Adam & Co, hf, Buffalo.
J F Leary, with J Samuels & Bro, c, Providence, R I. Herald Square.
A S Sprague, with Holland D G Co, c, Bridgeport, Conn.
C A Scudder, c, Athens, Ga.
Griswold Richmond Clock Co, c, Meriden, Conn
A D Norton, c, Gloversville, N Y.
S P Dunham & Co, c, Trenton, N J.
J W Boston, with The Famous; c, St Louis, Mo.
J Baumgarten & Sons, c, Washington, D C.
Danbury Hardware Co, c, Danbury, Conn.
W C Ring, c, Westfield, Mass.
Buckingham & Moak, c, Utica, N Y.
Quimby & Quimby, c, Claremont, N H.
S Matter & Bros, c, Hot Springs, Ark.
D Payett & Son, c, Easton, Pa.
Harry A Holton, c, White River Junction, Vt.
South Bethlehem Supply Co, c, South Bethlehem, Pa.
H J Miller, c, Baltimore, Md.
O Seewald, c, Jackson, Ill.
Leader Store Co, c, Bloomsburg, Pa.
Quimby & Co, c, Springfield, Mass.
Clark & Sherrill, c, Pittsfield, Mass.
John J Curry, with Houghton & Dutton c, Boston.
F L Wilson, c, Danbury, Conn.
S W Tash, c, Danbury, Conn.
W J McKinney & Sons Co, c, East Liverpool, O.
J Wetherell & Son, c, Parkersburg, W. Va.
Wm Junor, c, Toronto, Can.

PERSEVERANCE WINS.

THE manager of a St. Louis wholesale house told a good story at a recent salesmen's dinner to illustrate the value of perseverance. Two frogs, he said, fell into a pail of milk, and both were in danger of being drowned Very soon one of them gave up the ghost and sank to the bottom, while the other kept swimming around. He became very tired and was tempted to give up the struggle, but swam on, and on, and on. And eventually he found himself sitting comfortably on a pat of butter.

BUSINESS BRIEFS.

Isaac Harris has opened a crockery store in the Marble block, Springfield, Mass.

The Central Avenue Gas Fixture Co, Kansas City, Kan., was burned out recently.

The Heintz Gas Burner Co., Buffalo, N. Y., has been incorporated to manufacture gas fixtures. Capital, $2,000.

J Elwood Cox, W. G. Bradshaw, Frank Wineski and others have incorporated the High Point Art Glass Co, at Hight Point, N. C., with a capital stock of $10,000.

The death occurred in Minerva, O., recently of Robert Hobernick, head of the decorating department of the Minerva Pottery Co. Mr. Hobernick had been ill for some time.

The creditors of the Gentzen Art Glass Co., at Anderson, Ind., will receive a settlement of seven cents on the dollar. The liabilities of the company are $5,214.79, while the assets, after the court expenses are paid, will amount to $387 65.

Bernard F. Nienstedt, until recently a dealer in bottlers' supplies at 107 West Thirty second treet, has filed a petition in bankruptcy, with liabilities of $3,400, all contracted this year, and no assets Among his creditors are the Rochester Tumbler Works, $771, J Torras & Co., Brooklyn, $405, and the Cumberland Glass Co., $86.



THE LATE AUGUSTE J. CORDIER.

Among the Potteries



East Liverpool and Vicinity.

East Liverpool is very much disturbed over the prospect of losing her prestige as the pottery centre of the West. Offers of cheap or absolutely free sites, with gas as low as 3½ cents a thousand feet, are causing the manufacturers to sit up and take notice, and during the past week the newspapers of the city have in the strongest terms called attention to the danger of the business being lost to the city. The Baltimore and Ohio R. R., through its industrial agents, is especially active in urging the claims of other locations. It has no East Liverpool business now, but proposes to have some potteries along its line, and is sending circulars to manufacturers pressing the matter. Here is an extract from one of them:

Would call your attention to the advantages of the following towns; Point Marion, Pa., Randall, Clarksburg, Fairmont, Mannington, Cameron, Moundsville, Paden City, New Martinsville, Salem, West Union, Weston, Buckhannon and Sutton, W. Va , Utica and Mt. Vernon, Ohio. Most of these towns offer gas at 5 cents per 1,000 Clarksburg, however, will make a contract to furnish gas at 4 cents, Cameron, W. Va , at 3½ cents, and I believe a cheaper rate than that can be obtained at several towns on our West Virginia & Pittsburg branch.

Location at Cameron I believe would be particularly advantageous, as that town is on our main line about 25 or 30 miles from Wheeling.

I would also call your attention particularly to Randall, a suburb of Morgantown, W. Va Randall furnishes excellent sites free of cost, a gas rate of 5 cents per 1,000, is 2½ miles from Morgantown, with which it will soon be connected by trolley, and labor is abundant and much cheaper, I believe, than in your city.

* *

The Taylor, Smith & Taylor Co , it is said, will next year begin the policy of starting the introduction of its new lines months in advance of the usual custom. The Knowles, Taylor & Knowles Co. for years have anticipated other manufacturers by having out their lines as early as June, thereby getting several months' benefit in introduction to buyers The younger concern, it is said, will adopt the same plan.

* *

The National China Co. have a business that is taxing their facilities to the utmost Their production consists largely of specialties, and they say that the racks cannot be kept filled well enough to supply the demands of the shipping department. A special fancy dinner set, which is expec'ed to be one of the company's star numbers, is almost ready, but lacks a name. The company has offered a substantial money prize to the employe who shall suggest the best title, and they are racking their wits to find something that will gra e up with the quality of the new set.

* *

J. K. Prugh, formerly of Sioux City, Ia., was in East Liverpool during the past week and placed some big orders with different concerns for a syndicate which is to establish a chain of five and ten cent stores on the Pacific Coast. The syndicate is capitalized at $1,000,000 and it is expected that fifty stores will be established.

* *

The Edwin M. Knowles Co. and the Taylor, Smith & Taylor Co. are the two concerns in East Liverpool that are resting easy on the gas question. It happens that these are so situated on the lines of supply that they are nearest the source and are the last to feel any deficiency Their complacency is added to by the fact that the more consumers who stop using gas the better the supply will be to those who continue its use. While other kilns have been cold the Chester potteries have had practically no trouble.

* *

A. N. Haltom, president of the A. N. Haltom Co., of Memphis, Tenn., sales agents for the Pittsburg Lamp, Brass and Glass Co , Taylor, Smith & Taylor, Wheeling Potteries Co, and Imperial Glass Co., was in East Liverpool during the past week arranging for the business campaign of the next few weeks.

Coshocton, O.

On the first of January the Pope-Gosser China Co. will put out a line of true china. The advance samples, which came through last week, are of a very excellent character, both as to body and glaze. The decorations on this new ware will be in keeping with

the goods, which, judging from the taste shown on their semi-porcelain body, means thoroughly artistic. They are making some excellent things in this latter ware, both in dinner and fancy goods. The quality of the workmanship continues of the best. This factory is certainly making a name for itself

Trenton.

Thos. J. Duffy, president of the National Brotherhood of Operative Potters, has been in town for several days. The visit is principally of a social nature, although Mr. Duffy has taken occasion to address all of the local unions during his stay, and also acquaint himself with the state of trade here.

* *

The contract has been awarded for the erection of a brick extension to the Star Porcelain Co.'s plant here. It will be 54 x 91 feet, two stories in height, and is to cost $5,208.

* *

Moldmakers employed in the local potteries have signed an agreement with their employers calling for their pay hereafter by piecework instead of day wages. The new arrangement went into effect on Monday.

* *

Capt. E. R. Cook, of the jewelry firm of Cook & Jaques, who is well known in the china trade, celebrated his seventy-fifth birthday anniversary last week. When Capt. Cook started in business in 1852 Trenton's population was 7,000. To-day there are about 80,000 residing here.

* *

Friends of Geo. E. Shropshire will be gratified to learn of the splendid success that has attended his efforts as a designer for various lithographic firms in New York. Mr. Shropshire's education as an artist was obtained at the old Ott & Brewer pottery. Later he engaged with the Ceramic Art Co. and remained there until his adoption of his present class of work.

* *

Mrs. A M. Maddock, wife of the pottery manufacturer, is still confined to her summer home, several miles from this city, suffering from the effects of the injuries sustained several weeks ago in the railroad wreck near Eddington, Pa. While able to get about, Mrs. Maddock is still lame. Her physician hopes, however, that time will effect a complete cure of the injured parts.

* *

A delegation of fifty-four young ladies, students at the Ogontz School, Ogontz, Pa., visited the local potteries on Monday afternoon. They came here on a special trolley car and were later dined at the Trenton House.

* *

It is expected that a meeting of the executive committee of the United States Potters' Association will be called in a week or ten days by Chairman William Burgess. The date of the meeting in Washington is then to be announced.

Syracuse, N. Y.

The Onondaga Pottery Co. opened bids on the 24th for a large addition to their works which will practically double their capacity. The company have made a big advance recently in the character of their goods, adding some very high grade ware, and are making gold-encrusted plates in a variety of beautiful designs. The work is finely executed, and will compare favorably with anything on the market.

* *

The Iroquois China Co. are making great strides in the introduction of their wares and are placing them in all the principal cities and towns of the country. Their factory is very complete, many new and improved features having been introduced—notably the use of separate electric motors in all the various departments, which enables them to run each department independently of the others Their thin china has made a decided hit, not only for its quality, but for the excellence of the designs. Mr. Cory, president of the company, has determined that nothing shall be left undone to satisfy the wants of the trade, and has inaugurated a system of magazine advertising for the benefit of retail stores whereby Iroquois china is brought to the attention of consumers, who are then referred to the dealer for the goods. A stock will be carried, so that a dealer's wants may be supplied at once. Every buyer in the trade will see the advantage accruing from such a course, and should place himself in a position to meet the expected demand.

Buffalo, N. Y.

The Buffalo Pottery Co have one of the best arranged plants in the country. Many labor saving devices have been introduced. One feature, which we believe is theirs exclusively, is a continuous fret kiln. This not only saves money, but produces an even grade of fret which can always be depended upon. They have a miniature experimental plant, complete in all the details of a large pottery, including blunger, agitator, press—in fact, everything except the kiln—all contained in one room. They make and grind all their own colors. The buildings are as fireproof as possible, not a particle of wood being used except in the trimmings and furnishings. They have a power plant separate from the factory proper big enough for a pottery four times their present size, with room to erect the necessary kilns and workshops to utilize this immense power. The ware they are turning out is entirely satisfactory, and they are making many underglaze patterns which rival the best things produced anywhere. Mr. Bown has had a large experience and is very progressive, and has left nothing undone to make this plant a model in every respect.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending October 30, 1906

BREMEN

18	packages	glassware	L Straus & Sons
10	"	"	A Steinhardt & Bro
82	"	"	Strobel & Wilken Co
149	"	"	Miscellaneous Orders
31	"	earthenware	Karl Hutter
21	"	"	Hamburger & Co
16	"	"	Knauth, Nachod & Kuhne
3	"	"	N Wapler
47	"	"	F W Woolworth
227	"	"	Strobel & Wilken Co
43	"	"	Miscellaneous Orders
447	"	toys	Geo Borgfeldt & Co
51	"	"	Hamburger & Co
91	"	"	C B Rouss
5	"	"	A Steinhardt & Co
1	"	"	Samstag & Hilder Bros
13	"	"	G W Travers
177	"	"	F W Woolworth
371	"	"	Strobel & Wilken Co
153	"		Miscellaneous Orders

HAMBURG

11	packages	glassware	C Ahrenfeldt & Son
54	"	"	F Bing & Co
25	"	"	Kmy-Scheerer Co
148	"	"	B Illfelder & Co
310	"	"	Brown Bros
32	"	"	O O Friedlander
9	"	"	J Wygand & Co
7	"	"	Fenesterer & Ruhe
32	"	"	F Euler & Co
138	"	"	W R Noe
5	"	"	G F Bassett & Co
7	"	"	L D Bloch & Co
67	"		Eimer & Amend
9	"	"	Julius Palme
82	"	"	L Straus & Sons
13	"	"	Samstag & Hilder Bros
58	"	"	Strobel & Wilken Co
358	"	"	Miscellaneous Orders
102	"	chinaware	The Julius Levy Co
175	"	earthenware	Geo Borgfeldt & Co
172	"	"	G F Bassett & Co
28	"	"	O Goetz
16	"	"	Higgins & Seiter
22	"	"	Koscherak Bros
16	"	"	Knauth, Nachod & Kuhne
59	"	"	Julius Palme
70	"	"	J Wygand & Co
131	"	"	Bawo & Dotter
48	"	"	L D Bloch & Co
3	"	"	Hamburger & Co
1	"	"	Fensterer & Ruhe
56	"	"	L Straus & Sons
5	"	"	N Wapler
97	"	"	Strobel & Wilken Co
256	"	"	Miscellaneous Orders
37	"	toys	Samstag & Hilder Bros
56	"	"	Hamburger & Co
348	"	"	B Illfelder & Co
3	"	"	R H Macy & Co
102	"	"	F W Woolworth
102	"	"	R F Downing & Co
164	"	"	Strobel & Wilken Co
869	"	"	Miscellaneous Orders
6	"	harmonicas	Strobel & Wilken Co

ANTWERP

185	packages	glassware	B Gunthel
3	"	"	Koscherak Bros
16	"	"	A Berger & Co
67	"	"	The Julius Levy Co
40	"	"	Strobel & Wilken Co
281	"	"	Miscellaneous Orders
8	"	chinaware	F W Jenkins & Co
1	"	"	F Bing & Co
7	"		Miscellaneous Orders
42	"	earthenware	G F Bassett & Co
131	"	"	Geo Borgfeldt & Co
12	"	"	Fensterer & Ruhe
1	"	"	Hamburger & Co
64	"	"	L Straus & Sons
37	"	"	O Goetz
22	"	"	Koscherak Bros
51	"	"	Strobel & Wilken Co
8	"	"	Miscellaneous Orders
82	"	toys	R H Macy & Co
99	"	"	C B Rouss
608	"	"	F W Woolworth
9	"	"	Hamburger & Co
17	"	"	L H Mace & Co
72	"	"	Strobel & Wilken Co
4	"	"	Miscellaneous Orders

COPENHAGEN

381	packages	glassware	Fensterer & Ruhe
171	"	"	Geo Borgfeldt & Co
10	"	chinaware	J H Venon
31	"	"	Christian Scherfig
22	"	earthenware	Geo Borgfeldt & Co
2	"	"	Christian Scherfig

LIVERPOOL

9	packages	chinaware	Bawo & Dotter
16	"	"	F P Abbot
8	"	"	Ceramic Importing Co
36	"	"	Endemann & Churchill
214	"	"	Haviland & Co
21	"	"	Miscellaneous Orders
16	"	glassware	Strobel & Wilken Co
41	"	earthenware	The Julius Levy Co
8	"	"	E Boote
7	"	"	Bawo & Dotter
27	"	"	Maddock & Miller
15	"	"	Meakin & Ridgway
16	"	"	W S Pitcairn
13	"	"	J S Robertson
3	"	"	L Straus & Sons
8	"	"	R Slimmon & Co
27	"	"	Strobel & Wilken Co
15	"	"	Miscellaneous Orders
35	"	toys	Strobel & Wilken Co

SOUTHAMPTON

4	packages	chinaware	Vogt & Dose
39	"		Wm Guerin & Co

TRIESTE

105	packages	glassware	A L Crawford

LIMOGES

133	packages	chinaware	W L Briggs

ROTTERDAM

4	packages	glassware	Geo Borgfeldt & Co
15	"	"	Miscellaneous Orders
4	"	earthenware	L Straus & Sons
63	"	"	Bawo & Dotter
369	"	"	Geo Borgfeldt & Co
38	"	"	L D Bloch & Co
4	"	"	Fensterer & Ruhe
4	"	"	Samstag & Hilder Bros
54	"	"	Miscellaneous Orders
16	"	toys	R H Macy & Co
2	"	"	Geo Borgfeldt & Co
1	"	"	B Illfelder & Co
13	"	"	F A O Schwartz
2	"	"	Samstag & Hilder Bros
34	"	"	Miscellaneous Orders

HAVRE

2 packages chinaware.....Haviland & Co
1 " " .....Miscellaneous Orders

NAPLES

40 packages earthenware.....L Straus & Sons
15 " " .....Geo Borgfeldt & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

107 packages earthenware.....Jones, McDuffee & Stratton Co
32 " " .....American Express Co
1 " " .....Geo Shattuck
2 " " .....Richard Briggs Co
3 " " .....J H Clarke
7 " " .....R H Stearns Co
25 " " .....Mitchell Woodbury Co
10 " " .....A W Chesterton
4 " " .....Pitt & Scott
16 " " .....Miscellaneous Orders

ANTWERP

12 packages earthenware.....F A Walker

LONDON

3 packages earthenware.....R F Downing & Co
7 " .....A H Post & Co

GENOA

8 packages earthenware.....Merchants Despatch Trans. Co

NAPLES

2 packages earthenware.....R F Downing & Co

INVOICES THAT "SHOW."

THE suggestion has been made to us more than once by retail merchants that wholesale houses have it in their power to save their customers an infinite amount of annoyance, time and trouble. And this in a very simple way. It all turns upon the care or lack of care bestowed upon the making out of invoices, monthly statements, etc. Many clerks in wholesale and manufacturing houses seem to think it their duty to economize on stationery, and, as a consequence, the items on bills are jumbled together, and in some lines of goods, as in notions, hardware, crockery, etc., where the number of items to an invoice is very large, they are carried over upon the other side of the billhead, thus causing considerable complication when the time for checking up the goods has arrived. In many cases the retailer's difficulties are increased by the illegibility of the entry clerk's handwriting.

Still another cause of annoyance is the mixing up on invoices of goods which are intended for various departments.

We suggest, to make the matter clearer, that the ideal method of making out an invoice is as follows:

Goods intended for different departments should be billed separately. Only one item should be placed on a line. Each line should be numbered. The description of each article should be legible; preferably, indeed, the entire bill should be made out on a good modern typewriting machine Only one side of the paper should be used. Where there is more than one package to a shipment each package should be numbered, and a reference number on the invoice should show in which package each lot is to be found.

If these principles were adopted and carried out in every wholesale and manufacturing house in the country the advantage to the retail trade would be simply incalculable.—*Dry Goods Economist.*

"SCIENTIFIC" TRAVELING.

GOOD and efficient representation is rapidly becoming a science. As a man of business, for alertness, briskness, and general "all there" character, the man on the road in his best aspects has often been in his way a real genius There are not a few firms in the pottery and glass trades who owe much in the building up of their business to the able travelers who have represented them. Being on the road means much more than merely presenting a business card and opening an order book. Whether the new generation coming along will make travelers as good as, or better than, those who have gone before remains to be seen. It is not by any means an uncommon experience in these days, whether it be in the pottery and allied trades or other industries, that the youth and young man is found to prefer the kid glove section of work, rather than the section which is far more likely to do better for him and better for his firm. Taking off his coat, metaphorically, and buckling to, even if the prospects of making a position are good, is not exactly what the average young man loves in his business soul. And yet these are the departments which produce revenue for his firm and also for himself. The spending departments of all businesses go on by leaps and bounds, and firms in all branches of the trade are straining their thought and spending effort in trying to discover the men who have in them enough grit, nerve, and dogged perseverance to make a traveler Why more young men do not turn their earnest attention and practical training in this money making direction is a mystery. The pottery trade would receive such a man with open arms, but there must be more in the aspirant than a mere desire to travel. The man who will work on scientific lines—and by this we mean the man who will carefully study his customer and how best he may be reached and influenced, and all that appertains thereto—will far sooner make for himself a future than he is likely to do in a spending department The maintaining or unmaking of many a firm's business is in the hands of the travelers. The wish may be expressed for numerous additions to the type of traveler who is neither a prig nor a faddist, who has due regard to truth and to his own character, who likes the road, and feels that of many of his customers he will make, as time goes along, business friends worth knowing and cultivating. There is ample scope in the pottery and other trades for these men, and there cannot be too many of them. —*London Pottery Gazette.*

THE GLASS FACTORIES



Pittsburg and Vicinity.

Two important conferences are being held in Pittsburg this week. The first is between Dennis A. Hayes and the executive board of the Glass Bottle Blowers' Association, of which he is president, and President Thomas W. Rowe and the executive board of the American Flint Glass Workers' Union. The conference is with reference to an adjustment of the jurisdiction question. The American Flint Glass Workers' Union withdrew from the American Federation of Labor in 1900, but recently made application to again affiliate. A charter was denied until the two organizations agreed on jurisdiction. The second conference is between Mr. Hayes and the executive board of the Glass Bottle Blowers and representatives of the national organization of glass bottle and vial manufacturers, and an effort is being made to induce the latter to sign a scale at the present wages For two seasons the members of the Glass Bottle Blowers' Association have worked without signed agreements. At the joint conference in May between committees representing the manufacturers and the union the workers were asked to accept a 33 per cent reduction on the ground that competition of the automatic blowing machines made the cut necessary. The proposition was promptly rejected. In July, at Atlantic City, the manufacturers repeated their proposition, and it was again turned down. The men are still working on last year's scale.

The prospect of losing a customer whose gas bills amount to approximately $1,000,000 a year is the real cause of the slump in Manufacturers' Light and Heat Co. stock which has furnished the financial sensation on the Pittsburg Stock Exchange during the past ten days. East Liverpool, according to most conservative estimates, is paying $1,000,000 a year in gas bills. In six months, if the expectations of the potters and consumers are realized, not over ten per cent. of the kilns of the district will be using gas. As fast as possible coal is being substituted, switches are being put in, and there is no hesitancy in announcing that the gas company is a thing of the past, so far as supplying the potteries is concerned. Eighteen months ago a committee of East Liverpool manufacturers came to Pittsburg to try and secure some concessions from the Manufacturers' Light and Heat Co and some assurance that they would be furnished with fuel. The answer was: "If you don't like our service, get your gas somewhere else." They have taken the gas company at its word, and the result is in evidence. The company claims that it is equipped to furnish all the gas needed. At the same time it is dividing up the pottery district into sections, furnishing gas a day or two at a time, and compelling the manufacturers to use coal one day, gas another, lie dle another, and any other makeshift. In consequence, coal is going into every kiln, and the $1,000,000 customer is lost. During the week the stock was dealt in to the extent of 33,070 shares—more than the total for the past six months combined—and it dropped from 28½ to 21¼, the lowest quoted on the present capitalization. The explanations of the gas company that the shortage of recent weeks was only temporary, that it was due to the large increase of customers, and that a new line to the West Virginia field would give 30,000,000 feet daily additional, were accepted with a grain of salt and did not stop the downward trend.

Tarentum, Pa.

The Tarentum Glass Co are keeping up to their capacity in production, hampered only by the lack of boy labor, which is affecting all the factories of the district more or less. Special preparations are being made for two new lines of five and ten cent goods for the jobbing and department trade.

Mt. Vernon, O.

With $15,000 capital, the Essex Glass Co, of this city, has been incorporated to manufacture all kinds of glass. The incorporators, all of Columbus, O., follow: Henry C. Taylor, Samuel G. Osborn, C. C Williams, Simeon Nash and S. H. Morrison.

NOT UNMIXED WITH GALL.

NOT all honeymoon trips are the periods of serenity and bliss that the writers of romance would have us believe. Harry White, Jr., who was better known as "Flicker" when a road salesman in the Middle West for the H. Northwood Co , could tell you differently.

"Flicker" married in Pana, Ill., several weeks ago a very charming young lady who was formerly Miss Florence M. McQuigg. The troubles of the couple began before the ceremony. The best man was obliged to leave a sick bed to fulfill his assignment, and one of the ushers failed to turn up at the appointed time because of a bad train connection. Then an accident to the electric light system connected with the church caused a postponement of the ceremony for an hour.

After the wedding supper Mr. White discovered to his horror that the trunks which he had previously shipped on to Cincinnati contained all of his belongings, which made it necessary for him to journey to that city attired in his dress suit. And that was not all. In Cincinnati his bride, finding that her $400 diamond ring was not set securely, handed it to "Flicker" to have the necessary repairs made at a jeweler's. Of course he lost it. An "ad" in a daily paper, however, resulted in its recovery, a young lady having found it in the street. Then Mr. and Mrs. White headed for this city, where they are at present enjoying the first real freedom from worriment since their honeymoon began. They are being entertained here by Chas L. Kerr and other friends.

IN THE HOUSEFURNISHING WORLD.

Thos. Munroe, president of the Michigan Washing Machine Co., died recently in Muskegon, Mich.

* *

Wise, Smith & Co., Hartford, Conn., celebrated the ninth anniversary of their career as a firm last week.

* *

P. Weinberg & Son, Ltd., department store, Elizabeth, N. J , has been incorporated with a capital of $10,000.

* *

The Jenkins Automatic Washing Machine Co , New York city, has been incorporated with a capital of $10,000..

* *

Within a couple of weeks the new building of the John G. Meyers Co , Albany, N. Y., will be completed. It is as nearly fireproof as skill can make it.

* *

Bids have been opened for the erection of an annex to the Miller, Rhoads & Swartz store in Norfolk, Va. The plans call for a five-story building of concrete construction, to be connected with the present premises by an overhead bridge.

* *

Plans have been completed for a four-story addition to the Boston Store, Los Angeles, Cal. The building will be connected with the present premises by bridges

* *

The Upham-Brouse Co., which operates a department store in Akron, O., has filed a petition in bankruptcy. The liabilities aggregate $75,000 and the assets $50,000.

* *

The Mass & Kemper Department Store, East Orange, N. J., has been incorporated with $400,000 capital. Incorporators: C. L Beck, C O. Geyer, F. C. Ferguson.

* *

A new concern in Morgantown, W. Va., is the Acme Department Store, which represents the merger of J. U. Kellar & Co. and the Acme Book Store, both of that city,

* *

The Edwards people are at work on the extension of their already large department store in Syracuse, N. Y. They have taken the old Globe Hotel adjoining their present property and are tearing out the inside preparatory to annexing it to their store. When completed they will have one of the largest establishments in Western New York.

Furnivals, Ltd.,

POTTERS.

Cobridge, Staffordshire, England.

WE are now ready to show samples of our newest in Dinner and Toilet Ware—everything up-to-date (and some ahead of time)—all for import only and for early spring delivery. Those that have seen the samples have shown their appreciation by their orders; those that have not seen them are invited to do so.

We have no one on the road, but we have full-sized colored photographs of above, which can be sent on application. A call or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St., New York.



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glasa.

Separate catalogues of the different branches of our business furnished on request.

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Chicago, 409 Atlas Block.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 271 Stevenson St
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New Lines of Dinner Ware and Staple China for Spring Importation.

Special Attention is called to our Import Line of

CHINA. **EASTER NOVELTIES** PAPIER MACHE.

SAMPLE LINES OF CHINA, DOLLS AND TOYS ON SALE.

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CO-OPERATIVE FLINT GLASS CO., LIMITED,
BEAVER FALLS, PA.,
Manufacturers of Tableware, Cake Covers, Fish Globes, Aquariums, Jars, Sponge Cups etc.
New York Office, Demorest & Co., 46 Murray St.



No. 324.
Punch Bowl.

BORAX IN GLASS MAKING

Borax Increases the Effect of Heat in Fusion and Precipitates Impurities, making the Glass HARDER, CLEARER, STRONGER and PURER.

TO manufacturers desirous of making tests we will be pleased to forward, prepaid, a sufficient amount of Pure Borax and Boric for practical demonstration. Address

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Miners. Refiners. Manufacturers.

Oakland, Cal., Chicago, or New York.

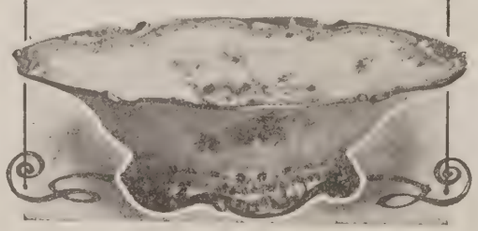
Pouyat China



WHICHEVER WAY

the elections went there is a great host of satisfied people in this country. It is that way with POUYAT CHINA. It satisfies a host of American people. It lends a gratifying zest to the culinary triumphs of American households. That is why it is popular and sells at first sight.

PAROUTAUD & WATSON
Representing J. Pouyat
37 Murray Street. New York



TAJIMI TRADING CO.,

545 Broadway, New York,

IMPORTERS OF

JAPANESE GOODS.

WE take great pleasure in announcing the opening of our New York office and salesroom, where one of the strongest lines of Japanese Crockery, Brass and Bronze Wares, Lacquered Wares, Toys, etc., awaits your inspection.

Import or Stock.

We extend a cordial invitation to buyers to call and look over our lines.

"MADE IN AMERICA."



Utilitarian,

Sanitary

AND

Art Wares.

The most comprehensive line on the market.

Send for illustrated price list No. 19.

THE WHEELING POTTERIES CO.,

WHEELING, W. VA

Japanese and Chinese Porcelains

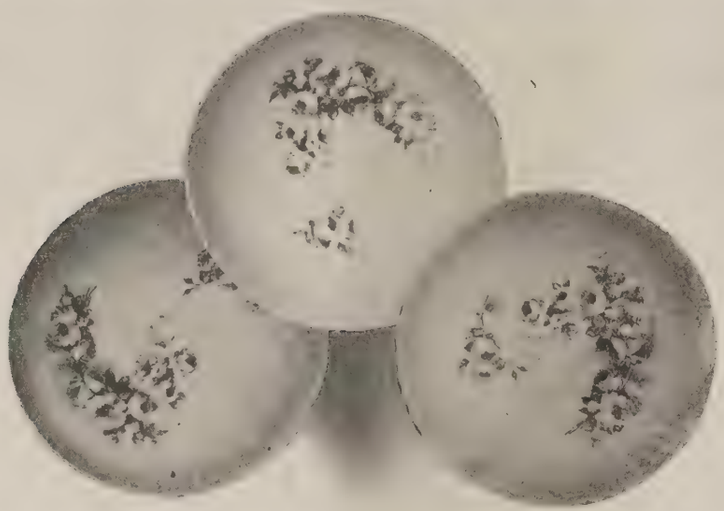
IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.



China Jobbing Lines— Spring Delivery. Import Samples Now Ready.

THE displays of past years are quadrupled in this year's B. & D. showing of German, Austrian and French fancy lines and dinner ware for "Spring Import."

Large buyers will inspect this notable display as soon as possible, realizing that early deliveries are contingent upon early orders.

BAWO & DOTTER

26 to 34 Barclay St., New York.

Supplement Your Import Arrivals From Our Stock.

WE have good supplies ready for immediate delivery in German Fancy Goods, Dinnerware in FRENCH, GERMAN, AUSTRIAN and ENGLISH makes, BASSETT CHINA and ENGLISH STOCK PATTERNS. An inspection of our LINES will prove advantageous to you.

Geo. F. Bassett & Co.,

49 Barclay Street and 52-54 Park Place,

NEW YORK.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street, New York City.

AS an evidence of how A. J. Wilkinson's "IRIS" pattern is selling the following is a copy of a letter received this week from one of our customers:

Denver, Colo., Oct. 20, 1906.

MR. ROBERT SLIMMON, 96 Church St., New York City.

Dear Sir—We are mailing you import order for the "Iris" pattern, which we find to be the best selling English pattern we have ever had. We wish you to hurry this order along and get it to us as early in January as possible.

Yours truly,

JOSLIN DRY GOODS CO.

EDWARD BOOTE,

Importer of China, Earthenware and Glass,

46 West Broadway, New York.

Cauldon China and Earthenware.
Boote's Vitrified Hotel Ware.
Bishop & Stonier Dinner Ware.
Gibson & Sons' Teapots.
John Walsh Walsh Glass.
Samuel Ford & Co.'s Cheap Dinner Ware.
Edinburg & Leith Glass Co.'s Rock Crystal.

Limoges and Carlsbad China

For Import.

Charles Ahrenfeldt & Son,

50, 52 and 54 Murray St., New York.

Paris. Limoges. Carlsbad. London.

The POTTERS' CO-OPERATIVE CO.

Dinner line is the most artistic, largest, and the strongest ever
Run by us, and we are positive it will meet your
Expectations. Our big line of
Specialties contains some of the bargains of the
Day. Also the best and most complete line of Toilet
Ever shown. Our Hotel China has
Never been equalled. Have you seen our lines?

DROP US A CARD.

The POTTERS' CO-OPERATIVE CO., East Liverpool, O.

Wholesome Truths About the Libbey

What do you demand in cut glass?

Do you consider depth of cutting, brilliancy, design, shape, etc.?

Do you believe one glass better than another?

Of course you do.

You do not want glass that's poorly cut and poorly polished—glass that lacks brilliancy, that lacks life—do you?

You do not care to choose a glass that's an unknown quality—that has no standard—do you? Of course you do not.

You know that LIBBEY CUT GLASS is the world's best.

You know that if you place a piece of Libbey glass alongside any other make the startling superiority of LIBBEY will be manifest at once.

You know that the name LIBBEY stands for originality of design, worthy materials, superiority of workmanship, depth of cutting and unusual brilliancy, don't you?

Of course you do.

THE

LIBBEY GLASS CO.

TOLEDO, OHIO.

CROCKERY AND GLASS JOURNAL

NEW YORK, NOV. 8, 1906.

THE CONDITION OF BUSINESS.

New York. Evidence of the continued briskness of business continues to develop. Not a discordant note is heard, except for the grumbling of merchants who find difficulty in securing their goods It is doubtful if the complaint in this particular was ever so general as this year. Import as well as domestic deliveries are behind time, for which many and varied explanations are given. The foreign factories have been forced to temporarily slight some orders for the very good reason that they have experienced a greater demand on their facilities than they have been able to handle. With the American plants there has been a greater variety of causes for the delays. With them it has been either labor or fuel troubles, accompanied by the most exasperating irregularity in the transportation of goods.

Proportionately few orders were placed towards the end of October; but this buying passiveness in the closing week of a month is characteristic of the crockery and glass dealer. November opened up splendidly and until last Monday trade remained good. The intrusion of Election Day then caused a temporary lull. From New England, which was disappointingly inert from a trade standpoint early in the fall, comes news of the most cheerful nature. Boston, especially, has been active in recent weeks. The South is this year buying liberally and a higher quality of ware than ever before. It hasn't been so long ago that the Southland was recognized as an unprofitable market for the more artistic things in ceramics; but this impression is being rapidly dissipated. To that section of the country were formerly sent the gaudiest and cheapest of pottery creations. But the evolution that has been in progress during the past few years was never more thoroughly emphasized than this season One merchant from Texas, while in New York recently, referred to a few of the more noteworthy sales that he had made during the past few months, and the character of the purchases would astonish those who labor under the impression that æsthetic natures are possessed only by those above the Mason and Dixon line.

In connection with the allusion above to delayed shipments, there is no line over which greater dissatisfaction has been expressed in this regard than German china. A great bulk of goods has, of course, arrived from that country, but it doesn't begin to satisfy the requirements. The orders for the cheaper grades have been pretty generaly ignored because of the unprecedented demand for the superior wares. The manufacturers ove rthere are naturally seeking to cater to the trade which nets them the largest profits, and, consequently, the low-priced articles must remain unmade until the more expensive articles are turned out.

The bent of American preference for English china and the higher class of earthenware from that country has been emphasized more strongly than ever

this season. The road salesmen are still meeting with thoroughly satisfactory results.

Salesmen for French houses on the road are also doing excellently. The visitors to New York, too, are buying more liberally than usual in this line.

Statistics are now being collected with regard to the amount of domestic pottery that has been produced this year. These figures, while based largely upon approximation, are certian to be reasonably accurate. That they will indicate the greatest production in the history of the industry on this side of the Atlantic admits of little doubt.

In the lamp factories, especially where portables and glassware intended for gas and electric attachment are manufactured, the same state of activity exists. In fact, they have about all the business that they can swing between now and the real opening of the Christmas buying season.

The call for housefurnishings, notably in enameled and wooden wares, has been so great as to force many of the factories to operate day and night.

In the retail centres of New York and Brooklyn the shopping activity is very pronounced. The prevalence of money is apparent, and the disposition to spend generously is quite as marked. All of the larger retail stores are experiencing splendid patronage, and it is safe to assume that the smaller dealers are likewise favored.

Pittsburg and Vicinity. The glass factories are working to their utmost to get out goods in time to satisfy buyers. Naturally at this season of the year few large orders are received, but the mails are loaded with repeat orders bearing the request that goods be forwarded at the earliest possible moment.

East Liverpool and Vicinity. There is very little change in the business condition here. It is only a question of getting wares out as rapidly as possible. The situation in this direction has improved within the past week, and shipments have increased—much to the satisfaction of buyers who have been waiting for goods.

Trenton. Manufacture was considerably interfered with this week by the election. The operatives, anxious to enjoy a loaf on the slightest pretext, remained away from their benches on Tuesday in pretty large numbers; and many of them, for the purpose of either assuaging their disappointment over the turn of the political situation or to celebrate their gratification with the result, failed to report on Wednesday. This interruption, at a time when merchants are fairly begging for goods and when every effort is being made to satisfy them, is decidedly annoying.

Wheeling and Vicinity. The factories in and about Wheeling, both glass and pottery, are still crowded with orders, and wherever it is possible work is extended into the night for the purpose of satisfying the trade. The rush here is interfering somewhat with the development of the new patterns. Still, enough time is taken to do something in this direction, and the new goods will be ready in due season.

MEETING TO NOMINATE OFFICERS.

OFFICERS are to be nominated for service during the ensuing year at a special meeting of the Pottery, Glass and Brass Salesmen's Association on Manday, November 19. The rooms of the Crockery Board of Trade have been reserved for that purpose, and the meeting is to be called at twelve o'clock.

At a conference several days ago of the board of directors of the association it was determined to have the annual dinner this year on Thursday evening, December 27. It will take place at the Hotel Astor.

The following new members were elected at the same meeting: Hugh J. M. Jones, with C. H. Taylor Cut Glass Co.; John H. Wright, with Libbey Glass Co.; John H. Ling, this city; Emil F. Reusche, with L. Reusche & Co., and P. H. Brown, with O'Gorman Agency.

INJUSTICE OF THE "CHILD LABOR LAW."

PITTSBURGH, PA., Oct 29, 1906.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—An article in the October *Cosmopolitan* entitled "The Hoe-Man in the Making—Child Wrecking in the Glass Factories," by Edwin Markham, is nothing short of a libel on the glass manufacturing fraternity and an outrage on the credulity of the public who look to the magazines for correct information on current topics. Whatever Mr. Markham's motives, they seem—to those who know the situation in the glass factories—to be nothing less than malicious. The charges made against the glass manufacturers are as purely imaginative as "the damned children of Calvin's hell" from which he quotes. When he speaks of the boys "breathing glass dust sleeting through the air," and of the "roar and glare and the torrid heat, the scorching children clustering around the red-hot hives of the furnaces," "the tissues of their tender bodies, inside and outside, rankling with the cruel fog of the powdered glass," and "boys thrown in the society of callous and hardened men reeking with ugly curses and uglier mirth," he is simply drawing on his imagination and making a picture as fanciful and at the same time as horrid as anything in Dante's "Inferno."

The facts are that the boys in the glass factories are not imposed upon in any way. When they work more than from seven to nine hours per day the work is generally of a very light character and not at all oppressive; they do not suffer from the excessive heat except in the extremely hot days of summer; and when a boy feels that he cannot work out his "turn" he is allowed to "knock off" and go home, his place being open for him the next "turn." If Mr. Markham could see these boys playing leap frog, marbles, throwing baseballs, if he could hear them sing the choruses of topical songs, keeping it up until the foreman is obliged to stop them—he might see the other side of things. The "haggard looks, shriveled bodies and sleep-robbed eyes" is "another one" out of the whole cloth."

The glass workers of the country to-day have all come up through just such experienees and will stand the "physical condition test" with any other set of workmen in the country. Four fifths of the boys would rather work than go to school, and the majority would rather work than loaf. A boy of fourteen "holding moulds," "carrying in," "reheating the glass," etc., is simply learning his trade and getting paid for it. He gets opportunities at certain times to "gather" and "blow," and when he reaches sixteen years of age he may become, and does become, a "gatherer," and earns $2 50 per day. At the age of eighteen to twenty he may become, a good "blower" or "presser," and earns $4 to $6 per day. The brighiest and most successful men at the head of the glass interests to-day are those who have come up through just such experiences, and by such steps, having commenced the industry in the earlier days when there were no arbitrary "child labor laws" in existence.

But enough of Mr. Markham. My main object in writing is to call attention to the present child labor law, and the *wrongs it imposes upon the workmen, the boys and the manufacturers.*

When the limit of age was changed from thirteen to that of fourteen, and under certain conditions to sixteen years, it immediately became a hardship upon all concerned, causing a loss of time and work to the men and a loss in output to the manufacturers. In one factory which kept the records of loss of time because of scarcity of boy labor they found it ran, in the case of a twenty-five pot factory, to an amount in the neighborhood of $4,500 for the year. This average figured on this basis for the number of factories in the State of Pennsylvania would amount to $435,000 in the course of a year to the laboring fraternity alone. In addition to this we have a loss to the manufacturers which can hardly be estimated.

Now, who is benefitted by such a law? Not the men who lost the time; not the manufacturers who lost the output; and not the families whose boys under the age limit were deprived of the needed wages for the family support. There is scarcely a manufacturer who has not had widows come to him and plead to have their boys given work to help support the younger children. In the majority of cases the boys who are not permitted to work will not go to school, and spend their time idly in all sorts of mischievous and evil ways. The boy of fourteen or younger who is strong enough to work should esteem it a privilege to get an opportunity to learn the trade, for it is as much of a school for him as the ordinary secular schools surrounding him; and if he wants to go to night school he has four hours out of the twenty-four to do so.

We regard the present law as unfair in fixing an absolute age limit. The farmer boy of fourteen to sixteen will work twelve hours a day in the scorching sun in the harvest field, and has a much harder task than the glass-house boy. Why should there not be a law to prevent his doing so if the factory boy is to be prevented from working?

Glass workers well know the inroads that foreign competition is making in the trade of the home manufacturer, in spite of the tariff—the low prices of labor in Europe enabling the foreign manufacturer to undersell him. The present child labor law is a hindrance to both workmen and manufacturers. The members of the glas sworkers' union are humane, as the manufacturers are. and can be depended upon to see that the boys are not imposed upon. Every one of their own members came up through the same experiences as the boys of the present day, and they know whether or not they were injured physically or morally. They are the ones who should look after the legislation affecting their craft, and not allow legislation on this important subject to be carried through by would-be reformers in the persons of men who have had no experience, and women who never had children.

Yours truly,

A GLASS MANUFACTURER.

THEATER IN A DEPARTMENT STORE.

THE most unique idea in connection with a department store is the little theater which has just been installed by the Leader, of Pittsburgh, Pa. This playhouse is perfect in every detail. It has 200 opera chairs, four sets of scenery, a handsome drop and a stage equipped with every idea of a first-class theater. It is the intention of the Leader department store to give daily performances for the benefit of their customers and children. There is no charge for admission, and four shows will be given daily, with a complete change of bill every week.



A PAIR OF PROSPECTIVE CROCKERY BUYERS.

(Maybe Julius Hersberg isn't proud of his twin sons. Maybe—but, to quote from *Pinafore*, "just look at the expression of his eyes.")

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 8, 1906.

FIGHTING THE CATALOGUE HOUSES.

IT begins to look as if the country merchants had at last adopted the necessary attitude of aggressiveness in their fight against the catalogue houses. The summary manner in which many of them recently turned down a crafty proposition by one of the more prominent Western houses indicates it. The latter circulated among hundreds of the smaller merchants in the West—and sections of the East and South, too—an artfully-worded letter in which the recipient was urged to refuse no orders from customers merely because the desired merchandise might not be in his stock. The solicitude of the catalogue house on this point, however, was not actuated by unselfish impulses. In another section of the letter the motive became apparent in the firm's offer to pay the merchant a reasonable commission on all such business that he, unable to take care of himself, would thus divert to their order-files. The principal purpose of the scheme, of course, was to enable the catalogue house to widely advertise itself at the expense of the merchant foolish enough to make the opportunity possible.

This plan is but one of the many that the catalogue houses adopt in their efforts to make greater inroads upon the patronage that properly belongs to the country merchants. The latter must, as a result, utilize equally progressive methods if they wish to protect their interests. Even though these houses are powerful foes, the small retailer enjoys many natural advantages over them. He is closer to his customers and is enabled to more thoroughly study their wants than the firms who must depend almost entirely upon attractively illustrated and temptingly-worded catalogues to interest prospective customers. The principal reason that these mail-order houses have cut so deeply into the business of the smaller merchants is found in the lethargy, lack of enterprise, and submission of the latter. They haven't fought their enemy with the spirit and energy that the circumstances warrant, and unless they do they can hope for no relief.

The most effective opposition that the smaller dealer can build up is by there freshening of his stock, the arrangement of more frequent sales with "leaders" that he is willing to dispose of without profit for the sake of attracting attention to other lines that would yield him some returns, and the liberal use of printer's ink to exploit his offerings. He must demonstrate to the consumers in his locality that they can obtain just as good things at equally as low prices from him as are carried by the catalogue houses. This means work, and lots of it; but the expenditure of a little extra labor and money in a cause of this kind is surely preferable to the inevitable failure which threatens the dispirited merchant who is inclined to sit idly by and observe the absorption of his trade by his larger and exceedingly dangerous competitor.

PERSONAL.

ALASKA'S population is not to be increased by the acquisition of C. C. Hutchins, after all. His first official act after returning several days ago from a two months' trip to that chilly country, where he is interested in copper mines, was to notify us by letter that there was no foundation for the report that he planned to remove to Alaska, and added that "the Hutchins latch-string is always out to the 'boys' in the trade, and the same hearty welcome as ever awaits them from Mrs. Hutchins and myself at our home in Minneapolis." Mr. Hutchins was buyer for the New England Furniture and Carpet Co., Minneapolis, until he became fiscal manager of the Portage Mining Co., of Seattle Wash., several months ago. His recent trip to Alaska was made principally via a 47-foot gasolene launch that he purchased in Seattle. His eighteen-year-old son accompanied him as engineer. The distance traversed by water was nearly a thousand miles. The launch, as described by the enthusiastic "Hutch," was equipped with electric lights, Pullman berths for twelve, powerful searchlight, and various other equally modern accessories. Its absolute seaworthiness was fully tested before the start from Seattle. Mr. Hutchins characterizes the scenery

along the coast of British Columbia and Alaska as being "simply indescribable."

B. F. Heastand, who manages the San Francisco office of the Fostoria Glass Co., has been visiting at the factory and calling on acquaintances in other sections of the East during the past couple of weeks.

B. B. Glenny, of Rochester, has been making a short visit to relatives in Boston.

Chris. Daubdt, of Toledo, O., arrived in New York on Monday morning to place orders for spring delivery on import. Mr. Daubdt says he has a splendid business and has cleaned up his stock very closely.

W. H. Anderson, who is now buyer for P. Wiest's Sons, York, Pa., has been engaged as road salesman by T. Downs, Jr., successor on January 1 to Downs & Bean, selling agents in Philadelphia. Mr. Anderson affiliates himself with the firm on the first of the year and will cover the territory now canvassed by J. C. Roop, who resigns to become manager of the National Glass Co.'s office in Philadelphia. In the latter venture Mr. Roop is to have a partner in the person of Fred Peacock, now the Pennsylvania road salesman for the National Glass Co.

F. H. Wheaton, of the glass firm of T. C. Wheaton & Co., Millville, N. J., visited New York on Monday, and although on crutches took occasion to call upon friends in the District. His broken leg was the result of an accident a couple of months ago, when his horse fell upon him.

Geo. H. Kefauver reached New York on Monday for the purpose of making purchases for the new china department of R. C. Reynolds, in Troy, N. Y., of which he was recently appointed manager. Mr. Kefauver resigned as assistant to R. H Yarwood at the Simpson, Crawford Co., this city, in order to accept the berth.

Chas. H. Phillips has been engaged by Paul Joseph, the local manufacturers' agent, to assist him as an order-booker in the metropolitan district.

It's a pretty safe bet that Wm. F. Kraus, manager of the Geo. H. Bowman Co 's New York showrooms, will not for some time again attempt to board a railroad train in motion. He tried it last Saturday morning and barely escaped with his life. Being especially anxious to reach the city from his home in East Orange, N. J., that morning, Mr. Kraus hotfooted it for the Ampere station when he saw a train approach. The train's stop at the station was so brief that it was again in motion and moving at least twenty miles an hour when "Billy," puffing and exhausted, ran along the platform and endeavored to board the forward end of the last car. He grasped the hand-railing all right, but the speed of the train jerked him off his feet and hurled him to the ground. He was rolling back towards the rail when the rear steps struck him and threw him several feet away. His body was bruised and cut, and both legs, particularly the left, sustained painful injuries. He walks with a pronounced limp, but, like a true philosopher, he is grateful to have them, even in their crippled condition.

L. Rouquart has gone West with samples of the French, Swedish and Norwegian china lines that are controlled in this country by the Ceramic Importing Co The tour will probably keep Mr. Rouquart away until the end of the month.

The commercial relationship between W. M Oddie and the Geo. H. Bowman Co. began on November 1, when Mr. Oddie became manager of the firm's housefurnishing department in Cleveland, O.

A silver bar, bearing the inscription "Distinguished Marksman," is the latest addition to Wm. D. Finke's collection of trophies indicative of his skill with the rifle "Billy" won it on the Creedmoor, L I., range last Saturday. The conditions governing the tournament required each entry to fire at a target from 600, 500, 400, 350, 300 and 200-yard distances. But eighty seconds in all were allotted each entry to fire twenty shots from the varying distances referred to Besides aiming and firing, the contestant was obliged to run 400 yards in all during his approach to the target from the 600-yard extremity. This would have been a severe test for even the most expert marksman; and the fact that the cut glass industry's representative scored sixteen times out of his twenty shots is a splendid tribute to his skill.

Chas. M. Bow, secretary of the Geo. H. Bowman Co., and "Jack" Hawkins, who has charge of stock with the same concern, are due from Cleveland, O , before the end of the week. Their visit is of a business nature.

D. C. Durham is in town buying goods and has registered at the Hotel Wolcott. The only fault he has to find with business is the difficulty in getting goods.

Immediately after casting his ballot on Tuesday, W. W. Johnes came down from Monticello, N. Y , to make some holiday purchases. His brisk, cheery manner indicates that Mr. Johnes is thriving on the healthy surroundings of Monticello, where he has conducted his own china and housefurnishing business

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Fry, H. C., Glass Co., Rochester, Pa.	31
Gillinder & Sons, Inc., Philadelphia	34
Gill & Co., Philadelphia	39
Gredelue, A., New York	37
Libbey Glass Co., Toledo, O	16
Murray, Jas J., & Co., Philadelphia	38
McKee-Jeannette Glass Works, Jeannette, Pa.	36
Riverside Glass Co., Wellsburg, W. Va.	3
St. Louis Crystal Glass Co.	37
Tarentum Glass Co.	34
Tivoli Art Glass Co	5
United States Glass Co., Pittsburgh	9
Williamsburgh Flint Glass Co.	37

Miscellaneous

Abels & Co., New York	
Jones Bros	37
Robt. Rawsthorne Engraving Co., Pittsburgh	37
"Special" Advertisements	31
Timberlake, J. B, & Sons, Jackson, Mich	2
Thompson House, East Liverpool	37

during the past few years. Previously he had managed A A. Brager's china department in Baltimore, and before that was assistant buyer in Abraham & Straus's department in Brooklyn

⚜

Adolph Schinagl has been engaged as R. H. Yarwood's assistant in the management of the Simp son, Crawford Co.'s china department, this city, Mr. Schinagl was formerly an assistant in the Mandel Bros ' department in Chicago.

⚜

Albert Sullivan has withdrawn, because of ill health, from the presidency of the Standard Cut Glass Co., Corning, N. Y His successor is Samuel T. Share.

⚜

W. P. Graham, of W. P. Graham & Co , is home after a visit to the European glass factories and potteries that his firm represents in this country.

⚜

Secretary Scott, of Jas. M Shaw & Co , this city, sailed on Monday for a five weeks' visit to Europe. Spain is the first country that he will tour.

⚜

Lou B Kauffman has attached himself to the selling staff of Wood & Yeakel, the English importers, and will devote himself to the marketing of the concern's hotel and restaurant china. Mr. Kauffman was formerly with Higgins & Seiter.

⚜

John Carling has been added to the selling force of L D. Bloch & Co. He will travel West.

⚜

It is learned that H. S Marshall, who surrenders the management of R. H. White & Co.'s china department in Boston at the end of this year, is to return to New York and establish himself in the silverware brokerage business. He is to have as a partner a gentleman of wide experience in this line. Their office will be located on Maiden Lane.

SELLING AGENCY AGAIN TALKED OF.

ANOTHER effort is being made by W. F. Weiss, of this city, to effect a selling agreement among the manufacturing potters of the United States. This is the fourth attempt that has been made in this direction, and Mr. Weiss has also been the most active figure in the previous undertakings. His plan is to bring the potteries together on an allotment basis, each plant to have its output restricted according to kiln capacity. This arrangement is similar to that now in effect among the sanitary potteries of the country. Mr. Weiss's interest in the matter, it is understood, is prompted by his ambition to become supervisor of the proposed agency. Many of the East Liverpool and Wheeling manufacturers have already been approached regarding the proposition, but inquiry in Trenton on Wednesday elicited the information that the potters there had not been seen. A meeting in Pittsburgh or Trenton, for the purpose of discussing the project, is being arranged by Mr. Weiss.

BOSTON JOTTINGS.

BOSTON crockery men are enjoying a good trade, both wholesale and retail The big jobbing houses are crowded with orders and are from one to two weeks behind in deliveries, but are using every endeavor to send out shipments so that their customers will not be disappointed in getting wares for the holiday trade.

The retail stores are all doing a good business. The warerooms were filled with a good-sized crowd all the week.

Among the New York salesmen in Boston last week was Harry Muirheid, Kenneth Bryce, William Taylor and Fred Seegers. The latter reached the forty-sixth anniversary of his birth while here. The boys tried hard to get Fred to celebrate, but he was too busy- However, he bought cigars for the crowd.

Jerome Jones,of the Jones, McDuffee & Stratton Co.—the dean of the trade, as he is sometimes called—relates an interesting experience of some forty years ago. The Parker House wanted a shirred egg dish of fire-proof porcelain Mr. Jones, acting for Otis Norcross & Co , predecessors of the present firm, had a wooden model made and sent an order for 100 to Haviland & Co. A blot on the paper, however, made the 100 read 1000 In due time the order was filled and the Parker House took the number it required. It then became a question what to do with the other 900. Mr Norcross was very much opposed to advertising, holding that it was beneth the dignity of the firm; but Mr. Jones obtained permission from another partner, and an advertisement reading something like this appeared in the *Boston Transcript:*

"New shirred egg dish of French porcelain, fire-proof; such as is used at the Parker House; making a delicate, appetizing breakfast dish."

The next morning Mr Norcross came into the store with the advertisement in his hand and asked to see the egg dish, adding; "My wife is interested in this and wants half a dozen." In a very short time the whole nine hundred were disposed of. Hundreds of cases have since been imported and sold as a result of the initial advertisement put in by Mr. Jones.

A curious mix-up occurred here during the week. Kenneth H. Bryce called on Daniel H. Powers, of Lowell, whom he had never seen before. He told him that he had a line of Bryce Bros.' glass at Young's Hotel and made a date with him to call and see it.

It chanced that Kenneth was out when Mr. Powers called, and Gerard Bryce received him. Mr. Powers did not distinguish between Kenneth and Gerard, supposing that the latter was the man who had called on him at Lowell. Gerard failed to report the visit to Kenneth, who a day or two later called on Powers to know why he had not kept his engagement. The latter was incensed to think that Kenneth did not remember that he had not only called on him but had placed an order, and it took all the diplomacy the glass man possessed to square himself.

S. Y. Pierce, at Siegel & Co.'s, has had such a good trade this fall that he may be expected in New York any day to pick up additional stock.

W. B. Coleman, who for fourteen years was with Dulin & Martin, Washington, and who is now with Mitchell, Woodbury Co., has easily fallen into New England ways of doing business, aad is making good in his new position.

Howard S. Marshall, with R. H. White & Co., but who is to leave them the first of January, is busily engaged in putting his department in order for his successor, whoever he may be. He reports a good trade and says he will have to buy quite a little stock for their spring business. He may be in New York soon for that purpose.

The Richard Briggs Co. have had an excellent business all the fall and predict a good holiday trade. Some important changes in the arrangement of the store are contemplated as soon as the busy season is over.

John Challis, who represents Edward Miller & Co. in Boston, reports that he has been doing a good business in his specialties all the season, and adds; "How could it be otherwise with such a line as I carry? New England people know good things when they see them, and they see them here."

The Mitchell, Woodbury Co. will round up this year with the b'ggest business in their history. They are making preparations for lines of goods next season which they are confident will carry them far beyond the sales of this year—although these are record-breaking.

RISE TO THE OCCASION.

MEN who hold responsible positions are sometimes confronted with situations that call for all their nerve. Then is the time for them to show what they are worth. A story is told of James H. Rutter, of the New York Central system, who began his career as a clerk for the Erie railroad, and gave such exceptional service that he was promoted rapidly. Mr. Vanderbilt offered him $15,000 a year to fill the position of freight traffic manager. He accepted the offer. Great responsibility was placed on him, and he often was perplexed as to just what action to take. On one occasion he called upon Mr. Vanderbilt and laid a matter before him. Mr. Vanderbilt demanded:

"What does the New York Cental pay you $15,000 a year for?"

"To manage its freight business," replied Mr. Rutter.

'Then manage it!" said Mr. Vanderbilt.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, tovs; s, silverware

THE following buyers have been in town since our last issue:

J F Gunther, with A Hamburger & Sons, t, Los Angeles. Empire
D Saunders, with Siegel, Cooper & Co, c, Chicago. Prince George.
W F Walker, with E W Edwards & Son, hf, Syracuse. Albert.
B M Dearstyne, with John G Meyers & Co, c, Albany.
Graves China Co, c, St Louis, Mo.
W W Johnes, hf, Monticello, N Y.
J H Pfahler, c, Meyersdale, Pa
Mr McCaghey, with F T Thomas, c, Quebec.
P C Bennison, c, Frankfort, N Y.
F P Boyland, with Edw Malley Co, c, New Haven.
Burbank, of Burbank, Douglass & Co, c, Portland, Me.
F M Taylor, with Hochschild, Kohn & Co, c, Baltimore Woodstock.
H Wolf, with L Klein, hf, Chicago. Imperial.
A S Heller, with A Lisner, t, Washington. Normandie
Wm Coleman, with M Goldenberg, t, Washington, Normandie.
W P Hanna, of Hanna & Evoe, g, New Castle, Pa. B'dway Central.
M D Brown, with E C Farr Co, hf, Boston. Westminster.
L J Harpel, c, Lebanon, Pa.
J W Fleet, c, Pottsville, Pa.
Mr Decker, with Sherred & Demorest, c, Newton, N J.
R S Anderson, c, Lexington, Va.
Mrs J B White, c, Bangor, Me.
A Ross Weeks, c, Rockland, Me.
Bliss & Nye, c, New Bedford, Mass.
Lehman & Schauer, c, Sandusky, O.
The Pelletier Co, c, Sioux City Ia.
The Lake & Strobel Co, c, Waterbury, Conn.
Crawford Furniture Co, c, Middletown, N Y.
A M Warren, c, Plattsburgh, N Y.
F Vorenberg, c, Boston, Mass.
Durrin Bros, c, Peekskill, N Y.
Edw Creighton, c, Chester, Pa
E R Spear & Co, c, Rockland, Me.
Coryell & Russ, c, St Mary's, Pa.
Timothy Smith Co, c, Boston, Mass.
J J Estes, c, Rockland, Me.
C L Lowe, c, Lebanon, N H.
J R Brayton, c, Buffalo, N Y.
Westly Herod, with Eaton Co, Toronto, Canada.
D C Durham, of Gilreath, Durham & Co, Greenville. Walcott.
Guy Boyer, with Toledo Chandelier Co, Toledo, O Broadway Central.
Mr Hagu, of Hagu Bros, Hartsville, Tenn.

Around the District



ELECTION Day had its effect on business in the District. Monday was exceptionally quiet, and Tuesday, as usual, took the form of a general holiday. A few firms opened their doors in the morning, but in the afternoon the streets and houses took on a Sunday appearance. It was also quiet on Wednesday, and the outlook indicates a particularly dull week.

Bawo & Dotter have a stock of unglazed china bonbon boxes that are very pleasing. The boxes are tinted with delicate hues, while on the covers are exquisite cameo heads, figures and groups. These cameos are in deeper tones than the ware they ornament, forming a delightful contrast.

Samples of the four new patterns from Johnson Bros.' factory which the Geo. H. Bowman Co. control are shown at the latter's local headquarters. The very acme of daintiness is the clover decoration—a border design in pink and green. The corn-flower, executed in blue enamel, and the morning-glory, one of the most perfect "decal" patterns yet introduced, are also deserving of the very highest commendation

"Old Norway" art goods, from the Porsgrund factory in that land of the midnight sun, compose a highly interesting and decidedly artistic adjunct of the Ceramic Importing Co.'s display. The decorations include both under and overglaze treatments, each of which exploits a distinctive type. All of the designs are exclusively hand painted. The overglaze effects are executed usually in strong, rich colorings, in which red, green, blue and yellow predominate. The patterns are typical of the Norwegian ideals, embracing oddly-conceived scrolls aad conventionalized serpents, flowers, etc. There is character, strength and individuality in all of the decorations, which are imparted to such pieces as fancy plates, cups and saucers, candlesticks, puff-boxes, sugars and creamers, ash trays and soup tureens. Some of the shapes are quite as characteristic of the Norse modeler as the decorations are distinguishable of their talented ar tists. In the underglaze pieces there is a softer and more delicate character. Beautifully blended grounds of greens, grays and blues prevail, with the floral, marine, landscape, insect, bird, fish and human subjects invariably depicted in white. The effect is indescribably dainty and yet elegant. One of the most impressive items in the line is a tea set with tray in which long-stemmed white flowers appear on a ground formed of green, blue and gray.

There is only one unoccupied room in the Crockery Exchange building. And, strange to relate, its number is 23.

Removal has been made of the local sample-room of the Irving Cut Glass Co. from 102 Chambers street to 59 Park Place. F. W. Reichenbacher is in charge.

Many buyers are availing themselves of the opportunity offered by L Straus & Sons to replenish their depleted stocks before the holiday rush begins. The firm has a line of enamels, miniatures, Royal Vienna handpaintings and marble statuary that just fills the bill in the way of holiday requirements. Prices that are really exceptional, too, have been attached to the goods.

Merchants who desire Japanese goods to strengthen their stock in preparation for the Christmas trade will find something to interest them at Shimamura & Co.'s headquarters. An assortment of fancy decorated china, novelties and art goods of unusual merit and dimensions is carried by the house. Orders by mail will receive just as prompt attention as if they were placed in person.

Room 10 in the Fifth Avenue Hotel is occupied this week by W. S. Creveling, surrounded by the Taylor, Smith & Taylor Co.'s line of dinner, tea, toilet and hotel ware, fancy lines and specialties. Mr. Creveling remains at that hostelry until next Monday evening.

Although opened but a few weeks, the New York office and salesroom of the Tajimi Trading Co., has been visited by many local and out-of-town buyers.

The arrangement of samples, which has represented a great deal of labor and time because of the extent of the exhibit, is now complete. The more conspicuous adjuncts of the display include Japanese crockery, brass and bronze wares, lacquered wares, toys, etc.

Changes in the location of sample-rooms on the second floor at 25 West Broadway will take place on January 1. Theo. Frankel is to vacate room 21 and take up quarters in room 25 with the Ohio Flint Glass Co. and Hocking Valley Glass Co.'s lines. Walter R. Wearn succeeds Mr. Frankel in room 21 and Mr. Dodds in room 22, which two offices he will require for the display of samples from the McKee-Jeannette Glass Works, Riverside Glass Works and Cumberland Glass Works.

Vogt & Dose have disposed of nearly all their import samples of French china as the result of a recent visit West by Harry C. Freese, but they still have a few desirable goods which dealers can use in their holiday stock. Of course, their regular patterns in dinner ware are good at all times.

PLATE FOR THE BABY'S USE.

BABY'S deportment at the dining table is about to be improved. A plate designed solely to prevent the little one from soiling the tablecloth and to discourage the infantile habit of substituting fingers for the more cleanly spoon has been devised. Strange to relate, too, the originator is an old bachelor in the West. But he has sold his rights in the patent to the Royal Baby-Plate Co., which has offices at 19 Burling Slip, this city. This concern is composed of E. G. Garrison, president, and Jos. Garrison, secretary and treasurer, who recently filed papers of incorporation with $25,000 capital. The baby-plate is made of earthenware and has a patent rim that forces food on to the spoon. It is so shaped that it cannot upset, and a child can eat from it without any assistance whatever.

LEAVES BUSINESS FOR ART'S SAKE.

BECAUSE of his determination to devote the remainder of his life to the pursuit of art, W. P. Silva retires from the china firm of Silva & Abbott, in Chattanooga, Tenn. Mr. Silva's step is taken only after long and mature deliberation. From youth he has interested himself in drawing, and many excellent specimens of his talent adorn the walls of his home. For several years he has devoted a great deal of time to study, and every summer during the past three years has been under instruction at Gloucester, Mass. —a rendezvous for artists during the warm period. Mr. Silva will place himself under the care of a master in Paris, with mural designs and portraiture as his specialty. Mrs Silva is to accompany her husband and will remain with him during his course of study abroad.

The business of Silva & Abbott will be conducted after the first of the year by E. A. Abbott, who has been associated with Mr. Silva since the firm was established in 1888.

BRASS AND IRON FIRM MAKES CHANGES.

CHANGES have been made in the management of the National Brass and Iron Works, Reading, Pa. A. A. Gery is president and W. H. Mohn has become vice-president and manager. Mr. Mohn has for years been in charge of the factory. The recent discontinuance of the production of decorated lamps by this concern has been succeeded by the acquisition of a line of handpainted china, which is under the direction of Noble A. Ray, who formerly had charge of the lamp decorating department. The art metal department is being supervised by Jas. Whittington.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Oct. 20,'05	Corresponding period 1905	Exports Jan. 1 to Oct. 20 '06	Corresponding period 1905
Boston	104	30	5785	4696
New York	204	145	5343	5824
Baltimore	476	149	12086	9859
Philadelphia	20	31	976	766
New Orleans .	200	....	3084	2925
Newport News....	22	.	1124	795
San Francisco.....	67	41	1418	906
Portland (Me.) .	70	....	812	426
Galveston.....	14	48	1262	812
Portland (Or.).	....	.	804	422
Inland Points.	....	134	9669	11313
Total...	1177	578	42963	38744

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end g Oct. 20,'06	Corresponding period 1905	Exports Jan. 1 to Oct 20,'06	Corresponding period 1905
New York	204	161	5395	5905
Boston	88	34	5800	4509
Philadelphia.... .	20	31	936	768
Baltimore .	476	149	12275	10095
San Francisco....	67	41	1488	906
New Orleans .	200	....	3880	2927
Portland (Me.)..	70	.	712	283
Galveston	14	48	1209	798
Newport News....	22	..	1009	864
Portland (Or.)....	. ..	....	855	422
Inland Points.....	....	202	10335	11022
Total..	1161	666	43794	38499

Among the Potteries



East Liverpool and Vicinity.

The potters here are now turning out goods much faster than two or three weeks ago While the gas situation for a time disturbed them, they met the situation energetically, with the result that large shipments have been sent. If coal is to be used exclusively many changes will have to be made. The switching facilities "on the hill" are entirely inadequate for the added requirements called for by the handling of this fuel; and the idea of hauling coal from the wharf or railroad station on the river brink is not pleasant to contemplate The need for an opposition line to the Pennsylvania R. R is felt now more than ever, and it is hoped that a new line will enter the city before long. Aside from the fact that the absence of a rival has made the Pennsylvania a little independent, it really has not facilities sufficient to accommodate the business of the town.

* *

The Knowles, Taylor & Knowles Co. have just sent out a handsome colored brochure showing a fowl set and their children's dinner set. It is very prettily gotten up, and will undoubtedly be welcomed by their customers.

* *

Cartwright Bros. are reaping the reward of their foresight in working through the dull months and accumulating stock In consequence they have been enabled to fill their orders with great promptness. Business continues excellent, every mail bringing them satisfactory demands.

* *

The Potters' Co-operative Co are pushed with calls for their specialties, and are working overtime in some departments to keep up with the demand.

* *

The D. E. McNicol Pottery Co. are still finding a large demand for their assorted packages. They have not only succeeded in making a design which is eminently satisfactory to the trade, but, what is of equal importance, the quantities in the assortments have been arranged in just about the right proportions.

Trenton.

A new shape in dinnerware is to make its debut early in January under the chaperonage of the Cook Pottery Co. It has been christened the "Vernon." The contour of the cover dish is exceedingly graceful, the handle on the bottom extending upwards over the cover. Another fresh addition to the Cook line next year will be an underglaze blue pattern, which is executed either in a flown color or with slight gold illumination. Some new filled prints under the glaze on the "Vernon" shape are also swell.

* *

Henry D. Phillips has been empowered, through an order by Judge Lanning, to apply to the referee in the bankruptcy proceedings of the Hart Brewer Pottery Co. to admit the testimony of Miss Mary L. Brown. The latter testified at a hearing before the referee, Samuel D. Oliphant. but her evidence does not appear in the record of the proceedings. Miss Brown's testimony referred to deals with money amounting to $45,000, which Phillips claims to be due him from the proceeds of the bankrupt concern by reason of his having advanced the sum on loans.

* *

There were fifty-four young ladies in the party of Ogontz, Pa , School students which made its annual call recently at the plant of the Trenton Potteries Co. The delegation was chaperoned by Miss Winifred Austin and journeyed here and homeward in a special Pullman car. The menu card prepared in connection with their banquet at the Trenton House was designed with the potter's art as its inspiration. The cover contained an illustration of a kilnman about to draw ware, which had been sketched by one of the students. On the inside pages there was a poem by Homer dedicated to the potters, and each of the score of toasts assigned to the more gifted talkers among the young ladies pertained to the ceramic history of this and other countries.

* *

There has just been installed at the Etruria plant of the Cook Pottery Co. a rest-room for the feminine employees. Mrs. Cook, wife of the president of the concern, has taken a deep interest in the idea and

has even purchased the furniture with which it is equipped. The purpose of the cosy retreat is to enable the young women to spend their spare time there either in reading, sewing or otherwise recreating. Miss Cruser, who has charge of the young ladies, has had placed above the entrance the letters: "R. F. O. M.," which are intended to signify that there is "Room For One More." But Mr. Cook, upon observing the sign a few days ago, almost caused a stampede when he translated the letters in this manner: "Room For Old Maids."

* *

At the recent meeting here of the United States Potters' Association it was determined to hold the regular annual session of the organization in Wash ington, D. C , on Tuesday and Wednesday, December 4 and 5. The Hotel Raleigh has again been selected for the purpose. As usual, the occasion will close with a banquet on Wednesday evening.

Wheeling. The Warwick China Co. are fast getting their new goods in order. Those dealers who have already seen samples of the Bulldog decorations instantly placed orders for spring delivery. The pottery has the exclusive right to use photographs of Richard Croker's famous dogs on pottery.

* *

The Wheeling Potteries Co. are showing advance samples of some exceedingly nice goods. They have one pattern in dinner ware, particularly, which is the most effective thing the pottery has ever gotten out.

Columbus, O. There is a strong probability that the Bell Pottery Co , which has been in the hands of a receiver for some time, will be operated again. The plant will be taken over by the Columbus Clay Products Co., incorporated recently by Henry Nathan, William Grumble, A. L. Nichols, Thomas Newell, A. H. Harmon and J. M. Elliot. The receiver of the plant is clearing up some of the legal proceedings against the company, and as soon as he has completed his work the local capitalists, it is said, will take charge.

OBITUARY.

WORD has just been received of the death of John H. F. Vogt, which occurred in Europe early in October. Mr. Vogt was born in Germany and came to New York in 1838. In 1852 he entered the crockery and glass business and had for partners John and Charles Vagt, both of whom subsequently embarked in business on their own account. At the time of starting business in New York Mr. Vogt also established himself in Limoges. In 1875 the New York business was liquidated, and the Limoges end was taken over by Tressemanes & Vogt in 1877, which business is still continued in Limoges under that name, and in New York by Vogt & Dose. After his financial troubles Mr. Vogt went to Europe. He was ninety-one years old at the time of his death.

Peter Gray, manufacturer of lanterns, died recently at his home in North Cambridge, Mass., aged sixty-seven. Born in Edinburgh, Scotland, he entered the employ of a lamp and tinware manufacturing concern there when a small boy. After several years' experience he came to this country and engaged with Geo. H. Mason, of Boston, in a similar business. He started his own factory in Boston in 1879.

William Synnes Cunningham, senior member of the firm of Cunningham & Co., who operate one of the oldest glass factories in Pittsburg, Pa , died last Thursday of peritonitis. Mr. Cunningham was fifty-three years old.

IN THE HOUSEFURNISHING WORLD.

A factory is soon to be started in Burlington, Vt., by the Burlington Basket Co.

* *

The department store of Watt & Shand, Columbia, Pa., was destroyed by fire recently. Loss about $110,000.

* *

Henry Bullwinkle, dealer in willowware, 226 Market Ave., Brooklyn, N. Y,, suffered a loss of $500 by fire recently.

* *

The Novelty Hardware Co., New York City, has been incorporated to manufacture household specialties and novelties. Capital, $8,000.

* *

Fire starting in packing straw recently burned the department store of J D. Horne & Co., Jacksonville, Fla., causing a loss of $50,000 Insurance, $25,000.

* *

The old Emmitsburg Mfg. and Jobbing Co. has been merged with the Emmitsburg Broom Factory, also of Emmitsburg, Md. The new company is capitalized at $5,000

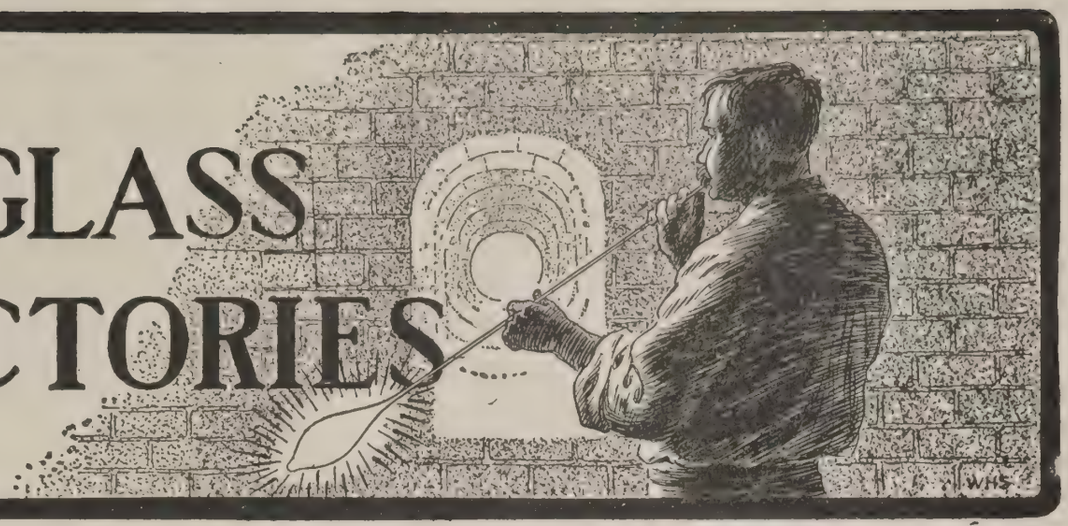
* *

Incorporation papers have been filed by the Burnham Specialty Co., Waterbury, Conn , manufacturers of household utensils. Capital., $50,000. Incorporators; Arthur Perkins and Chas. E. Perkins, of Hartford, Conn., and Arthur N. Stiles, of Windsor, Conn.

* *

The broom makers' strike in which were involved the factories of the Pioneer and Amsterdam Broom Companies in Amsterdam, N. Y., and the Mohawk Valley Broom Co., at Fonda, N. Y., was settled several days ago It lasted three weeks and ended with a compromise.

THE GLASS FACTORIES



Bridgeport, O.

In order to encourage their employees to make suggestions calculated to improve the system under which the factory is at present operated, the management of the Crystal Glass Works has made them an offer of financial reward. Notices to this effect were enclosed in the pay envelopes of the operatives a week ago. The suggestions by the employees are desired for every department. These recommendations are to be written and deposited in a box placed in a convenient spot. At the end of every month the suggestions are to be considered, and those adopted will net their originators a cash remuneration. This scheme is not entirely new, but it has been taken up so far by only a few plants.

Pittsburgh and Vicinity.

From the general tone of conversation here it is very evident that an advance in prices will be the rule for next year. It is hard to see how this can be otherwise. Materials are costing more, labor is higher, and fuel is certainly no cheaper The retailers must make up their minds to pay more for glassware, and as a matter of fact are probably quite ready to do so. Some, indeed, have been heard to wonder why an advance has not already taken place. They are paying more for other kinds of goods and not complaining. Every other commodity except pottery and glass has been advanced. These are lower to-day than they were five years ago, and besides being lower in price the consumer gets more value than he did then by reason of the improvement in these wares and the excellence of the shapes and ornamentation. Any legitimate advance in the price of glass will be received without a murmur by buyers, for they realize market conditions.

* *

The United States Glass Co have gotten out advance samples of some of the new lines which they will offer, and to the impartial observer it looks as though they would make a hit with every one of them. It seems almost incredible that with the great variety of shapes and designs this company have already produced they should be able to evolve such new and striking patterns. That they have done so shows that they have spared neither time nor money to meet the wants of the trade

* *

Bryce Bros. have a lot of new things under way—among them a new goblet which has as graceful lines as have ever been turned out. It is predicted that when this line is put upon the market—for a complete line will be made—it will be as popular as either the "Fifth Avenue" or "Touraine." It appeals to the writer as a really more graceful shape than either of those two famous patterns.

Beaver Falls, Pa.

The new line which the Co-operative Flint Glass Co. will show this season is well under way and contains many excellent features. While it is modeled after a cut glass shape and pattern, it has been modified and changed so that to all intents and purposes it is original. The advance pieces are certainly very good, and the line should be a success. The factory is working to its fullest extent, and is endeavoring to the best of its ability to meet the wants of buyers.

Tarentum, Pa.

The Tarentum Glass Co are working full and pushing every department to get out goods as rapidly as possible. The new line under way is bound to be a success. The shape is good, and the pattern of a nature to bring out the best effects in glass. The factory is to be congratulated on possessing so good a design.

Rochester, Pa.

The H. C. Fry Glass Co. are just about as busy as they can be The demand for their blanks is increasing every day and the call for their cut glass is very

gratifying. They are at work on new patterns for next year which will excel anything they have done. The success of their pressed blanks is little short of marvelous. The number turned out this year has been enormous.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending November 6, 1906.

HAMBURG

13	packages	glassware	L Straus & Sons
2	"	"	L D Bloch & Co
59	"	"	Geo Borgfeldt & Co
35	"	"	Fenesterer & Ruhe
13	"	"	Higgins & Seiter
7	"	"	Kmy-Scheerer Co
1	"	"	Koscherak Bros
50	"	"	W R Noe
1	"	"	Julius Palme
3	"	"	Samstag & Hilder Bros
69	"	"	Strobel & Wilken Co
45	"	"	The Julius Levy Co
199	"	"	Miscellaneous Orders
63	"	earthenware	L Straus & Sons
81	"	"	Bawo & Dotter
56	"	"	L D Bloch & Co
6	"	"	Eimer & Amend
81	"	"	O Goetz
39	"	"	Hamburger & Co
32	"	"	Koscherak Bros
26	"	"	Julius Palme
79	"	"	Samstag & Hilder Bros
15	"	"	J Wygand & Co
11	"	"	Chas Ahrenfeldt & Son
64	"	"	Geo Borgfeldt & Co
4	"	"	G F Bassett & Co
50	"	"	F Bing & Co
14	"	"	Higgins & Seiter
13	"	"	Knauth, Nachod & Kuhne
4	"	"	N Wapler
148	"	"	Strobel & Wilken Co
83	"	"	Miscellaneous Orders
6	"	toys	R H Macy & Co
59	"	"	Geo Borgfeldt & Co
11	"	"	Hamburger & Co
328	"	"	B Illfelder & Co
2	"	"	A Steinhardt & Co
2	"	"	F A O Schwartz
1	"	"	Bawo & Dotter
13	"	"	C B Rouss
153	"	"	Samstag & Hilder Bros
4	"	"	F W Woolworth
352	"	"	Strobel & Wilken Co
310	"	"	Miscellaneous Orders

FIUME

32	packages	glassware	J Palme
36	"	"	F W Woolworth
53	"	"	L Straus & Sons

SOUTHAMPTON

54	packages	chinaware	Paroutaud & Watson
40	"	"	C Ahrenfeldt & Son
20	"	"	Bawo & Dotter
6	"	"	L D Bloch & Co
15	"	"	Blakeman & Henderson
15	"	"	Geo Borgfeldt & Co
5	"	"	F W Jenkins & Co
45	"	"	A G Moment
40	"	"	Wm Guerin & Co
13	"	"	J H Venon
46	"	"	Miscellaneous Orders

HULL

55	packages	chinaware	F P Abbot

BREMEN

8	packages	glassware	L Straus & Sons
2	"	"	A Steinhardt & Bro
127	"	"	Strobel & Wilken Co
93	"	"	Miscellaneous Orders
481	"	earthenware	Geo Borgfeldt & Co
10	"	"	Hamburger & Co
37	"	"	Knauth, Nachod & Kuhne
20	"	"	L Straus & Sons
135	"	"	F W Woolworth
113	"	"	Strobel & Wilken Co
44	"	"	Miscellaneous Orders
97	"	chinaware	The Julius Levy Co
78	"	toys	Hamburger & Co
8	"	"	L H Mace & Co
4	"	"	A Steinhardt & Co
58	"	"	B Illfelder
163	"	"	F W Woolworth
476	"	"	Strobel & Wilken Co
87	"	"	Miscellaneous Orders

LIVERPOOL

57	packages	toys	Strobel & Wilken Co
30	"	glassware	" "
4	"	earthenware	Geo Borgfeldt & Co
13	"	"	J Davison
18	"	"	Strobel & Wilken Co
15	"	"	Miscellaneous Orders
28	"	chinaware	Strobel & Wilken Co

HAVRE

331	packages	chinaware	Haviland & Co
93	"	"	F P Abbot
20	"	"	Endemann & Churchill
53	"	"	Vogt & Dose
17	"	glassware	E Utard

TRIESTE

143	packages	glassware	A L Crawford
7	"	"	Endemann & Churchill

ANTWERP

38	packages	earthenware	Strobel & Wilken Co
19	"	glassware	" "
72	"	toys	" "

ROTTERDAM

40	packages	glassware	Strobel & Wilken Co
67	"	earthenware	" "
87	"	toys	" "

IMPORTS AT PORT OF BOSTON.

ANTWERP

3	packages	earthenware	Jones, McDuffee & Stratton Co
6	"	"	Wells Burrage Co
10	"	"	First National Bank
19	"	"	Houghton & Dutton
75	"	"	Geo Borgfeldt & Co
21	"	"	Miscellaneous Orders

LONDON

2	packages	earthenware	Miscellaneous Orders

HAMBURG

68	packages	earthenware	Jones, McDuffee & Stratton Co
26	"	"	Houghton & Dutton
2	"	"	Stone & Downer
95	"	"	L Wolf & Co
9	"	"	Jordan Marsh Co
14	"	"	E E Currier
5	"	"	L E Knott Apparatus Co
29	"	"	C J Pierce & Co
9	"	"	Bausch & Lomb Optical Co
61	"	"	R F Downing & Co
178	"	"	First National Bank
236	"	"	Geo Borgfeldt & Co
74	"	"	B D Webber
84	"	"	Boston and Maine Railroad
9	"	"	Miscellaneous Orders

LIVERPOOL

26	packages	earthenware..... .Jones, McDuffee & Stratton Co
26	"	" .....American Express Co
21	"	" .....Mitchell, Woodbury Co
9	"	" .....Miscellaneous Orders

BUSINESS BRIEFS.

D. C. Tuhey is to open a china store in Cheyenne, Wyo.

The Simplex Bottle Stopper Co., New York City. has been incorporated with a capital of $10,000.

A. C. Smalley & Co, Boston, have been incorporated with a capital of $30,000 to deal in glassware.

The M. D Cohn Co., New York City, has been incorporated to deal in Chinese and Japanese goods. Capital, $100,000.

Backed by St. Louis capitalists, the Monarch Art Tile Co. has opened a factory in Weston, W: Va., to manufacture glass tile.

S. & M. Clune, proprietors of the World's Fair, Indianapolis, Ind., advise us that they are about to enter the china jobbing business.

The new shop of the Ohio Cut Glass Co. has begun operations in the Chidester building, Bowling Green, O. It contains fifty additional frames.

Capitalized at $44,000, the Fairmont, W. Va., Bottle Co. has been incorporated to make not only bottles, but also fruit jars and other forms of glassware.

The National Stopper Co., Camden, N. J., has been incorporated with a capital of $1,000,000 to manufacture stoppers, glass bottles, etc. Incorporators: I. G. Herman, E. L. Marple and M. M. Wilson.

The Enterprise Cut Glass Co., Elmira Heights, N. Y., has been incorporated with a capital of $30,000. Incorporators: C. E Gaylord, W. Loring, Elmira Heights; P. B. Paterson, F. C. Farnham, Honesdale, Pa,. J. W. Bennett, Elmira.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

FOR SALE.

FOR SALE—Glass works (12-pot furnace and day tank) now in successful operation. Well located for manufacturing and shipping. Owners are building larger plant in order to meet demands of increased trade. For further particulars address OWNERS, this office.

HELP WANTED.

WANTED—A TRAVELING SALESMAN EXPERIENCED IN CHINESE AND JAPANESE PORCELAINS, ETC., TO REPRESENT AN OLD-ESTABLISHED IMPORTER IN THE WEST. REPLY, GIVING EXPERIENCE AND REFERENCES, X Y. Z, THIS OFFICE.

WANTED—First-class salesman in housefurnishing and china department. City of 50,000 Must be executive, pusher, know values and do buying State full particulars. Address L. C., this office.

COMMISSION agents in various sections of the West, Pennsylvania and New York wanted for the purpose of carrying line of domestic toilet and dinner ware and white goods. First-class line, and only first-class agents need apply Address Box 428, this office.

YOUNG import china and glassware salesman wanted. High-stepper only. Address Box 427, this office.

WANTED—An experienced traveling salesman to represent a Western crockery jobbing house on an old territory. One who has covered Central West, particularly Iowa, preferred. A good position for the right man Address Box 425, this office

BUSINESS OPPORTUNITIES.

WANTED—Agency for an A 1 bottle factory for New York and vicinity by an agent with established sample room and acquaintance with best trade Only first-class concerns need communicate. Address Box 423, this office

WANTED—A line of domestic glassware, on commission basis, for New York city and surrounding district, or including the East. Have an established trade and a good showroom in city. Address Box 417, this office.

WANTED—Agencies for cut glass, German china, fancy pottery and toys for Southern territory, with Memphis, Tenn., as a centre Address Box 426, this office.

FRY CUT GLASS
QUALITY TESTED



Those who have tested the quality of Fry Glass buy it again.

Highest Honors at Lewis & Clark Exposition.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

TO THE JOBBER!

If interested in Decorated Jobbing Packages send for illustrations of

12 Dozen 10-cent No. 2349 B Assortment.

12 Dozen 10-cent No. 3778 Pink and Ivory Assortment.

6 Dozen 25-cent No. 3481 Pink and Ivory / Green and " } Assortment.

You will find them winners and money-makers.

The D. E. McNicol Pottery Co., East Liverpool, O.

Boston Agents: Chase & Francis, 122 Pearl St

New York Agents: E. Bergman & Son, 25 West Broadway.

Furnivals, Ltd.,

POTTERS,

Cobridge, Staffordshire, England.

WE are now ready to show samples of our newest in Dinner and Toilet Ware—everything up-to-date (and some ahead of time)—all for import only and for early spring delivery. Those that have seen the samples have shown their appreciation by their orders; those that have not seen them are invited to do so.

We have no one on the road, but we have full-sized colored photographs of above, which can be sent on application. A call or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St., New York.

COLORS LUSTRES

ELARCO

TRADE MARK

L. REUSCHE & CO.,

71-73 Park Place, New York.

EVERYTHING for the Potter, China and Glass Decorator and Enameled Ware manufacturer, including many specialties controlled absolutely by us for America.

Sole Agents for
JAMES HANCOCK & SON,
Digils Ceramic Art Color Works,
Worcester, England.

Sole Agents for
JOHN LAMB'S
Potters' Printing Paper in sheets and rolls.

OUR CATALOGUE—
a veritable encyclopædia of information—for the asking.

BRUSHES MEDIUMS



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects. This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glass.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St.
Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 271 Stevenson St
St. Louis, 617 Granite Building, 4th and Market Sts.

Ignaz Strauss & Co

New York, U. S. A. Kobe and Yokohama, Japan.



JAPANESE DEPARTMENT.

SALESROOMS:

No. 684 BROADWAY [Great Jones Building], NEW YORK CITY.

Our import line of

JAPANESE PORZELAINS

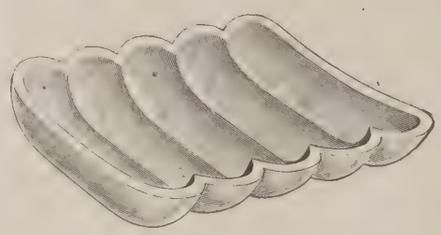
FOR THE SEASON OF 1907

is now ready for your kind inspection.

LATEST DECORATIONS.

CATALOGUES ON APPLICATION.

Soap Slabs.
Salts and Peppers.
Opal Novelties.



Gillinder & Sons, Inc.

135 Oxford St., Philadelphia.

HAVING added to our force of operatives last January so as to accumulate more stock for fall business, we are now in position to make prompt shipments of Specialties, Dinner and Toilet Ware, in either decorated or white.

Two hundred and sixty-four specialties, five shapes of dinner, and five shapes of toilet ware.

WARWICK CHINA CO.,
Wheeling, W. Va.

New York Salesroom,
66 West Broadway.

Pouyat China



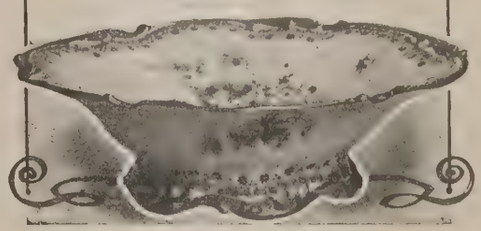
Thanksgiving & Christmas

will find more POUYAT CHINA dinner services in use on American tables than ever before in the history of the great American republic.

We know this for the reason that we have shipped the goods and have duplicate orders for them from the best dealers in the land.

It is a practical fulfilment of a prophecy made in the early part of the year.

PAROUTAUD & WATSON
Representing J. Pouyat
37 Murray Street. New York



Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.



China Jobbing Lines— Spring Delivery. Import Samples Now Ready.

THE displays of past years are quadrupled in this year's B. & D. showing of German, Austrian and French fancy lines and dinner ware for "Spring Import."

Large buyers will inspect this notable display as soon as possible, realizing that early deliveries are contingent upon early orders.

BAWO & DOTTER

26 to 34 Barclay St., New York.

Supplement Your Import Arrivals From Our Stock.

WE have good supplies ready for immediate delivery in German Fancy Goods, Dinnerware in FRENCH, GERMAN, AUSTRIAN and ENGLISH makes, BASSETT CHINA and ENGLISH STOCK PATTERNS. An inspection of our LINES will prove advantageous to you.

Geo. F. Bassett & Co.,

49 Barclay Street and 52-54 Park Place,

NEW YORK.

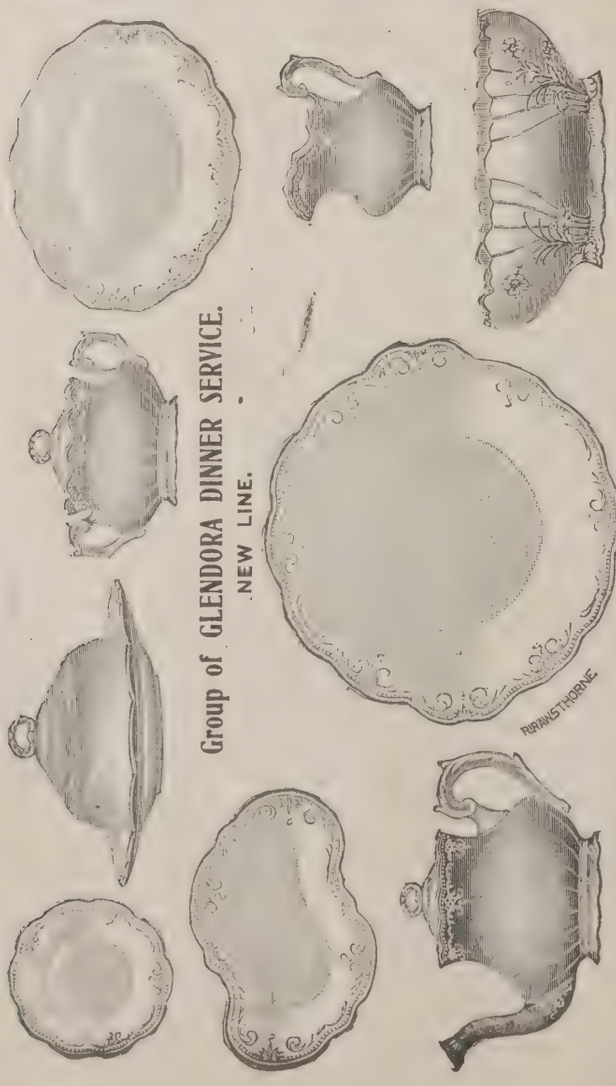
Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street, New York City.

FAMOUS in history is the city of Marseilles. Our new pattern, the "Marseilles," on the "Silver" shape is a good mate to the "Iris," and will make history for the dealers who handle it. Dainty in a design of garlands in flow peacock, flow blue, and in enamel, it will sell on sight. Full line on view December 1. Every dealer should see it.

A. J. Wilkinson, Ltd. Bourne & Leigh. Upper Hanley Pottery Co. J. H. Weatherby & Sons.
R. Sudlow & Sons, Teapots.



Group of GLENDORA DINNER SERVICE. NEW LINE.

CARTWRIGHT BROS. COMPANY, East Liverpool, Ohio.

COLORS LUSTRES

ELARCO

L. REUSCHE & CO.,

71-73 Park Place, New York.

EVERYTHING for the Potter, China and Glass Decorator and Enameled Ware manufacturer, including many specialties controlled absolutely by us for America.

Sole Agents for
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Potters' Printing Paper in sheets and rolls.

OUR CATALOGUE—
a veritable encyclopædia of information—for the asking.

BRUSHES MEDIUMS

"For 30 years the World's Standard."

AGATE

NICKEL-STEEL WARE

COOKING UTENSILS.



BEWARE OF IMITATIONS.
Each genuine article has this TRADE MARK ☞ burnt in the enamel and GUARANTEED FOR 5 YEARS.

AGATE · L & G Mfg Co. · NICKEL-STEEL-WARE

Manufactured by

LALANCE & GROSJEAN MFG. CO.,

Chicago. NEW YORK. Boston.

Remember!

THAT we carry twenty OPEN STOCK DINNER WARE patterns in New York always ready for immediate delivery. We know there will be a demand for stock goods this fall, and we have prepared to supply the wants of all dealers who will need fine wares.

We shall be glad to send colored illustrations of our Dinner Ware patterns to any who may request them

In addition to our French China lines we call attention to our Bohemian Table Glassware, both plain and engraved, from stock or import.

We have also many novelties in our new import lines of French China Dinner Ware for Spring delivery.

Special attention is called to our large and varied stock of White China for Decorators. Catalogue and price list sent on request.

ENDEMANN & CHURCHILL,

50 Murray St. New York.

SOLE AGENTS FOR

L. BERNARDAUD & CO.,

Limoges, France.

CROCKERY AND GLASS JOURNAL

NEW YORK, NOV. 15, 1906.

THE CONDITION OF BUSINESS.

New York. With the closer approach of the holiday season industrial and commercial activity increases. Factories here and abroad are pressed to their limit in the endeavor to satisfy the demands of merchants for goods. The tardy arrival of wares is the one dispiriting feature of prevailing conditions. These delays are not confined to any particular line, although the greatest complaint is heard concerning German and French importations. The factories in the first-named country, especially, have found it an utter impossibility to satisfy the demand upon their facilities. Except for this backwardness in shipments, it might properly be described as an ideal season.

A shortage of stocks in the hands of retailers is reported from nearly every section of the country. So far, despite the disappointment that is undeniably felt, there have been few countermands. In this regard the merchants, even though their dissatisfaction might be fully warranted, are exhibiting good judgment. Even should certain goods that they have banked on for use prior to and during the holiday season not arrive in time, they should remember that a brisk spring trade is in prospect. There is no reason, in the face of the remarkable era of prosperity now being enjoyed, why the new year should not open up with the same snap and dash that has been characteristic of trade for months. It would, therefore, be unwise to countermand The goods will undoubtedly find a ready sale when the spring business opens, and dealers should stifle their wrath and philosophically make the best of an unpleasant predicament.

Speaking of prosperity, it might be interesting to call attention to the statment made on Saturday last by Chief Olmstead, of the Bureau of Statistics, with regard to this year's corn crop. He said that the crop of 1905, which up to that time was the largest the country had ever produced, is exceeded this year by 175,000,000 bushels, this season's crop being 2,891,096,000 bushels. The average yield per acre this year is also greater than in former years, being 30.2 as compared with 28.8 in 1905, 26.8 in 1904, and a ten-year average of 25.2. There is 1.1 per cent. more corn in the farmers' hands this year than there was at this time last year, which, with the enormous crop this year, will make corn plentiful and prices should be lower.

Evidently, cut glass is to be employed even more extensively this year than in previous holiday seasons for gift purposes, and it is gratifying to observe that the tendency is to order the more artistic and expensive items. This not only contributes to the preservation of the artistic standard of cut glass, but also insures the maintenance of a firmer scale of prices. It has been on the cheaper pieces that the unnecessary slaughter of selling prices has been waged in former years. The same situation exists this season, too,

with particular reference to eight-inch bowls and nappies The association formed for the laudable purpose of rescuing the industry from the demoralizing effects of a selling-price disaster seems to have failed in its object. This is most unfortunate; but the manufacturers are not justified on that account in continuing their gradual deterioration in prices There can be only one outcome of a policy of this kind, and that outcome is simply artistic, commercial and financial failure.

Trenton. There is apparently no abatement in the activity at the potteries here. The already large order-files are still being daily reinforced by fresh demands or re-orders, and, in consequence, some of the factories have been obliged to keep their decorating departments open in the evenings. The railroads are now giving more satisfactory service in the forwarding of goods than they did a few weeks ago, and this has removed one of the most serious obstructions confronting the manufacturers this fall. Prices are fairly profitable on the better class of wares, but there is much dissatisfaction with the quotations on the cheaper lines.

Pittsburgh and Vicinity. Merchants in every line declare that the holiday business here will be unprecedented in the city's history. The glass and crockery trade shares in the general belief and is making large preparations to meet the expected demand. The rush has already begun, and is increasing in a ratio that leads many to declare that provision for what was said a few weeks ago to have been an over-anticipation of demand may be found inadequate to meet it. If the same conditions prevail everywhere, manufacturers say there will be little stock left in the country, and consequently there will follow an unusually large demand upon the factories to replenish stocks.

East Liverpool and Vicinity. The volume of new business in the majority of the factories continues to exceed expectations and nearly all report that it is sufficient to insure a continuance of the present activity until a considerable time after the holiday rush is over. The difficulties in the way of gas shortage have been practically overcome by the combined use of coal and an alternation of the supply to different kilns. The general source of the business, too, leads the manufacturers to believe that it is not sporadic or due to local causes, and consequently bids fair to continue.

THE man who has no opinions of his own is to be found in every crowd where men shout most and think least.

INSISTS UPON CONFIRMED ORDERS.

THE Jos Horne Co., Pittsburgh, Pa , has sent out the following notice to wholesalers: "In view of the fact that we have been put to considerable loss and much trouble by reason of merchandise, uncomfirmed by our orders, being shipped to us, we find it necessary to notify the trade in general that no order placed by any department head for our account is valid unless properly confirmed by an O. K.'d order from our merchandise man, and we therefore reserve the right to refuse anything shipped without such confirmation."

DEPARTMENT STORES IN PARIS.

PARIS is the headquarters of the universal provider. The mammoth stores that sell "everything from a needle to an elephant" are far more numerous there than in London or even in New York. In addition to the great stores that have internationel reputation, such as the Louvre, the Bon Marche, Belle Jardiniere and Samaritaine, at least a score of universal providers have sprung up in all parts of the town. There are the Magasins Reunis, at the corner of the steep street which leads from the Place de la Republique to the heights of Belleville. On the Boulevard Voltaire is the "Aux Travailleurs" Behind the Opera House are the Galeries Lafayette and the Printemps, two concerns that are known throughout the length and breadth of France. Not to prolong the list, it may be said that no quarter of Paris is now without its universal store where one may buy absolutely every article of wearing apparel both for men and women, and every description of household furniture and utensils. The specialist in millinery and dressmaking, boots and tailoring still flourishes in the Rue de Rivoli, Rue Royale, Rue de la Paix and Rue St. Honore, but he caters for a special and luxurious class, and it remains true that the middle and working class trade has been captured by the department store.

The Bon Marche still claims to be the largest establishment of its kind, and in all its departments it is said to employ no less than 5,000 hands; but the Louvre must be quite as large; and these two great rivals are closely followed by the Printemps, Samaritaine and one or two others. The Samaritaine is adding an extension in the Rue de la Monnaie which is almost as large as the present building. The Galeries Lafayette are also adding more space to accommodate departments for furniture and hardware. All the big shops appear to be prosperous and to be driving a roaring trade. All the Parisian merchants appropriate a far greater share of the sidewalk than would be tolerated by the police in this country The Louvre, Samaritaine, Printemps and the rest of them set up their stalls on the pavement surrounding their premises, and there display, for the temp-

tation of the public, all the "leading lines" in silks, satins, laces, dress stuffs and every variety of textile fabric.

A POTTER'S ORDER FOR GUM.

DURING his recent stay in port, Captain John Bridges, of the steamship Italia, told of a transatlantic joke that had been perpetrated at the expense of Norman Olsen, head of a pottery in Palermo, Italy. Mr. Olsen drives an automobile, and the powdery dust stirred up from the Sicilian roadways affected his throat. Upon a friend's advice, he cabled Captain Bridges, with whom he is acquainted, to take over for him on his next trip twenty-four packages of American chewing-gum. The packages desired were of the five-cent dimensions, but Capt. Bridges determined to have some fun at Olsen's expense. He sent by a fast steamer, due in Italy a few days before his own boat, a letter stating that the order for "twenty-four tons" of chewing-gum was being filled, and that four tons would go by his boat. Olsen became hysterical when he discovered that his request for "packages" had apparently been misunderstood. He rushed to the cable office and tried to intercept Capt. Bridges, but the latter was already heading for Italy. In despair at the prospect of receiving $5 000 worth of gum, Mr. Olsen disappeared from Palermo and went to Staffordshire in order to avoid the captain. He didn't learn that it was a hoax until he returned to find a neat little bundle containing twenty-four packages awaiting him. He hasn't seen Capt Bridges yet.

YELLOW SILVER GLASS.

AS fine yellow glass has always been a necessity in the production of glass decorations, glass makers for many years endeavored to find suitable means to give glass a beautiful yellow color Crystal glass has for a long time been dyed yellow by means of the sawdust of different kinds of wood, but the color obtained seldom possesses the purity desired, for it is really a pale brown with a shade to yellow only. The origin of the color, too, could not be explained beyond all doubt, for it was supposed that the sulphur of the albumen contained in the wood possessed the quality to form, in connection with the alkalies of the batch, a coloring sulphate of alkali This method of coloring is not suited for opaque glass, and the annealing is very difficult, as glass so colored is very much inclined to form bubbles. The attempts to produce yellow shades in glass were therefore continued until in silver the means were found to color glass a fine yellow, though of but pale shade. By increasing the addition of silver, in order to obtain a deeper yellow, other effects are obtained than those desired; instead of a deeper color glass of an iridescent surface is produced. The cause for this is to be found in the fact that glass exclusively saturated with a combination of silver acquires the property to separate superficially a part of the silver by the action of the smoke gases and to produce other effects of light thereby. The stronger the action of the smoke gases upon the surface of the glass the more intense the reduction of the silver will be, and even a silvery iridescence can be produced when the glass is oversaturated and the reduction is effected with the necessary caution. This is the theoretical method of glass production in the Pantain Glass Works near Paris. Rather less silver is taken to produce pale yellow shades, the strengthening of which is obtained by adding other colors to the batch. It was believed that this could be produced by the coloring which gold gives to the glass, and it actually succeeded in intensifying the color.

Pure quartz sand	74 kilograms.
Potash made up with molasses	6¾ "
Saltpetre.	15 "
Red lead	19 "
Crystallized (humid) borax	30 "

Peculiar is the addition of molasses, which probably exercises some influence by the carbon being released by the heat. Added to this are 27 and 45 grams of silver dissolved in nitric acid (nitrate of silver) and a 5 franc gold piece dissolved in aqua regia (chloride of gold.) The glass does not obtain its color until cooling off. Besides this there are other methods to color glass yellow; for instance, by combinations of uranium to color opaque glass; 25 grams of oxide of uranium are added to 100 kilograms of batch. Cryolite glass is also colored by means of oxide of uranium, but the greenish shade which such a uranium glass shows is sometimes annoying.—*National Glass Budget.*

COULDN'T FOOL HIM.

A LONG-WHISKERED California grape rancher wandered down to 'Frisco one day and put up at the Palace Hotel, just to show the city folk that he had money, b'gosh, and knew how to spend it. Recounting his adventures later, he thus explained how he evaded the snares of a wily and wicked hotel clerk:

"When the feller shoved a big book under my nose and asked me to sign my name I was too slick for him," he chuckled. "I knowed too much about lightning-rod agents and book-peddlers to be caught in any new-fangled sign-yer-name gold-brick trap; so I jest pushed away the book and told him I wouldn't put my name to nothin.' And the hotel feller laughed like all hell. He seen I ketched him !"

NEVER count your fish by the worms you carry in the pail.

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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NEW YORK, NOV. 15, 1906.

STILL A PERTINENT TOPIC.

MANY matters of vital importance to the pottery industry in this country are to be discussed when the members of the United States Potters' Association meet in Washington early next month. But it seems likely at this writing that one of the most serious problems confronting the trade will again receive only scant consideration—viz., the disposition of "thirds." Manufacturers continue to dump them into New York and other important markets, and seem to be utterly oblivious to the disastrous results that must accrue from the practice.

That New York has been impaired as a centre for the distribution of American-made pottery of the better kind admits of no argument. Salesmen who attempt to market such ware here will readily endorse this assertion. What possible chance have they to interest buyers who are accustomed to pay about one-half for passably good substitutes for the lines they endeavor to sell? The experience related by the road representative of a certain Western factory several months ago is particularly impressive in this connection. He called upon a Sixth avenue buyer, presented his card, and opened his sample-case. The buyer looked the card and one sample plate over rather critically and then asked the price.

"Twelve dollars and a half a set," answered the salesman.

Without a word the buyer arose, and, walking to an adjoining table, picked up a plate.

"You ask twelve and a half for that set of yours," he said, "and I have here a set from your own factory that I buy for six dollars and a half."

The salesman began to explain that the other set was composed of "thirds," but the buyer interrupted him with the remark that the composition of the set was not at issue. "What I am anxious to know," the buyer declared, "is whether your set is worth twice as much as this one. Answer me honestly, do you think so?

The salesman admitted that he didn't think so, and the interview was practically ended.

Presumably, this experience is not uncommon. Other salesmen who come here in the hope of booking business find themselves confronted by the same problem, and they have no reasonable defense to offer. The East Side decorators of the abortions which issue from the American factories do their work well. They cover up the various defects of the ware with pretty decorations, and having purchased the "junk" at ridiculously low figures are enabled to re-sell it at prices that admit of no competition by the superior grades. Not only have the buyers here been educated to purchase the goods at absurdly low rates, but shoppers, too, have come to regard this particular kind of pottery as an economical investment What does it matter to the buyer whether the ware is perfectly potted or "thirds" as long as it sells? And what concern has the average consumer whether her dinner or toilet set has a few blemishes if she is enabled to get it at a low figure? Who suffers, then? No one except the manufacturer, whose imperfect ware not only creates an incorrect and unenviable impression regarding the standard of his pottery's legitimate product, but also directly interferes with the marketing of the wares that would be a positive credit to his factory.

If New York only were to be used as the dumping-ground for "thirds" the situation would not be so critical. But the purveyors of these badly-made goods have already invaded Philadelphia and Boston, and only recently one of the East-Siders established a branch establishment in Chicago. And it is but natural to assume that they won't stop there. Cincinnati, Pittsburgh, St. Louis, Cleveland, Buffalo and other large cities present equally fine opportunities for them, and they are certain to land there sooner or later. Now the inquiry suggests itself, Where will the American potters then be enabled to dispose of their decently-potted goods? Their prestige has already suffered greatly because of the reckless and unrestricted circulation of these wares. Next their cash-drawers will more noticeably betray the extent of the damage.

Various recommendations have been made for the relief of the situation. But we know of none better calculated to serve the purpose than the plan of selling the "thirds" through one or two distributing agencies maintained by all of the manufacturers. In this manner the poorly-made wares would be diverted to channels where they would be less likely to

interfere with the sale of perfect pottery. It would also be possible then to obtain prices of a fairly remunerative kind. Just at present the manufacturers seem to be anxious only to get rid of the stuff, with little regard for prices, and even less for the commercial injury that may ensue.

PERSONAL.

LIKE the plaintive wail of a homeless waif is the message that ornaments the back of a post-card from Fred D. Farrell, now in Limoges, France, in the interests of Blakeman & Henderson. It reads this way: "There's one pleasant thing about this place. It's the sight of the train that connects with the steamer that connects with New York. We're being treated finely; but, gee! what a distance to Herald Square!" The fact that this is Fred's first trip abroad explains the state of mind which his message betrays.

⚜

Geo. T. Nichol has been engaged by Carlowitz & Co. to travel in the East.

⚜

M. D. Cohn, of M. D. Cohn & Co, importers and exporters of Japanese and Chinese goods at 518 Broadway, this city, returned last week from a five weeks' tour of the West. He is now arranging his affairs so as to permit his departure for Japan and China next month. Mr Cohn, who cultivated an extensive circle of acquaintances during his fifteen years' association with L. Wertheimber & Co, has been in business for himself during the past few months.

⚜

A. B. C. Dohrmann arrived from San Francisco on Monday and will be in New York for abont ten days

⚜

D Haruda, general manager of the Tajimi Trading Co., left Boston several days ago for Japan via Seattle, Wash. He has been in this country for two months with the object of acquainting himself with the needs of the American market so far as his firm's product is concerned. Mr. Haruda visits this country on a similar mission every year.

⚜

A. W. Wheelock left New York last Friday for his home in Rockford, Ill., after a business visit that occupied several days.

⚜

Wm. Huber, Western road representative of the Onondaga Pottery Co., has been enjoying a stay of several days in New York

⚜

H. L. Heintzelman, secretary of the Monongah Glass Co., has been elected president-treasurer and general manager of the newly organized Johns Bros.' Bottle Co. in Fairmont, W. Va.

⚜

Leo Himmelstern, of Himmelstern Bros., who represent the selling interests of various crockery, glassware and lamp concerns along the Pacific Coast, has come East on his annual visit to the factories in which his firm is interested. Mr. Himmelstern will reach New York the latter part of the month on a little buying expedition. The Imperial Hotel will have him as a guest.

⚜

Geo. Hall has been engaged as buyer for G. H. Wheelock & Co 's store in South Bend, Ind. Formerly he was with Spalding & Co., Chicago.

⚜

General Appraiser Thaddeus S. Sharretts left on Monday for a three weeks' vacation, which he intends to spend in the South, quail and duck shooting Judge Somerville, of the Board of General Appraisers, departed on Sunday for St Louis and New Orleans to attend to the regular customs dockets of reappraisements and classification cases.

⚜

F. W. Dohrmann, of the Nathan Dohrmann Co, San Francisco, has gone to Germany with the object of stirring up the German insurance companies that have failed so far to make payments for losses incurred in the 'Frisco fire. Mr. Dohrmann represents the interests of many policy-holder on this mission.

⚜

T. W. Hopkins has become manager of White, Cooley & Tutts' china department in Marysville, Cal. Formerly Mr. Hopkins bought for Lydon & Canning, also of Marysville.

⚜

Noble A. Ray, china and lamp decorator, Reading, Pa., was a visitor to New York this week Mr. Ray has charge of the decorating department of the National Brass and Iron Works, which is to add china to its lines.

⚜

Theodore Uhlhorn becomes the manager of the Bedford Department Store in Brooklyn next Monday, succeeding Mr. Gil. Mr. Uhlhorn was formerly a member of the firm of H. A. Baker & Co.

⚜

Sidney J. Ackerman, who is opening a new department in china and glass—primarily hotel goods—for Rothschild Bros, Portland, Ore., and Spokane, Wash., is in the city buying.

⚜

O D. de la Croix, local representative of several Western potteries, narrowly escaped a serious accident on Monday. He was knocked down by an automobile in front of his home uptown as he was crossing the street. It was a runabout, and though it

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passed over one of his legs did no serious damage. He was out next day.

F. W. Jenkins returns from Europe this week aboard the Baltic His stay on the other side this year has been at rifle longer than usual, attributable to the fact that F. W. Jenkins & Co. have added the Crown Derby line to that of Avenir.

J. H. Venon returned this week from tours which covered the country pretty well east of the Mississippi River. He will be at home for the rest of the season. Chas. Cardon, who started with him, has extended his tour and is now in San Francisco.

Arthur J Bennett, of the Cambridge Glass Co. made one of his flying trips to New York and Boston this week, and at this writing is probably home again.

H. H. Fink, with Chas. Ahrenfeldt & Son, made a tour of his old territory, Philadelphia, Baltimore and Washington, last week to shake hands with his friends. He found business in a very thriving condition in all three cities.

Judge Henry Seedorf, who is now with Carlowitz & Co., has suffered a sad bereavement in the death of his wife. Mrs. Seedorf had been ill for some weeks, but there was no immediate thought of her death The many friends of the Judge will deeply sympathize with him.

Chas. D. Pearson, of Indianapolis, Ind., spent four or five days in New York this week. He left for home Thursday.

W. S. Pitcairn, the English importer, came home from an extended Western trip on Saturday. He found business remarkably good

Henry C. Ranney is ill with pleuro-pneumonia at his home in Brooklyn. His condition during the past few days has been much improved In Mr. Ranney's absence the New York office of Bryce, Higbie & Co , of which he is manager, is in the care of R G. West, who came on from the factory for that purpose.

J. C. Caine, who formerly brought crockery for Miller & Paine, Lincoln, Neb,, has become F. J Waight's assistant in the management of the Emery, Bird, Thayer Dry Goods Co.'s china department, Kansas City, Mo.

William E. Nowlan, formerly with Maddock & Miller, who will shortly travel in the interests of Higgins & Seiter's hotel department, will also, it is rumored, in the near future embark upon a matrimonial venture with Miss Katherine Underwood, one of the beautiful and accomplished belles of Raleigh, N. C. "Billy" deserves to reap success and happiness in both ventures.

Frank S. Warrin has returned from a profitable Southern tour with Maddock & Miller's samples. The trip occupied more than two months.

FIRST A FIRE; THEN A RECEIVER.

AS a direct result of the fire which last Friday destroyed the plant of the Columbus Pottery Co , Columbus, O., application has been made for the appointment of a receiver for the concern. The petition bears the signatures of J. T. Gratigny and Owen Harbage, stockholders in the company. They claim that the fire caused a loss of $50,000, which is covered by less than $6,000 insurance, and that this has rendered the firm insolvent. It is further asserted by the petitioners that the pottery is heavily encumbered and that the firm finds itself unable to meet its obligations. General ware has been the product. The hearing on the application for a receiver takes place next Monday.

About two hundred people were employed at the plant, which cost about $130,000 Herbert Goodwin, formerly with the C. C. Thompson Pottery Co., East Liverpool, O., was the manager.

JOTTINGS IN CHICAGO.

CHICAGO, Nov. 12.—Frank A. Sebring, of the Sebring, O , Pottery Co , arrived here this morning. He reports business good and advocates a raising of the pottery standard list.

Henry Knoblock, of the Colonial Pottery, East Liverpool, is also here for a few days, without any samples, except a package under his arm which means business

W. A. Scott, of the Wheeling Potteries Co., has just returned from the wilds of Iowa, where he has been the past week, shooting quail. He reports the sport fine and is now bracing himself for his winter campaign in room 21 Palmer House.

"Carload" Aymar is planting seed for train loads next year, and from present appearances is likely to harvest them. All he will have to do is "bunch his hits "

Dan H. Stolehr, with the Pittsburgh Lamp and Brass Co., is still preaching Christian Science, but he has not come to the point of practicing what he

preaches. "Make up your mind to be well, and you will have no pains," he says; but he is still taking medicine, nevertheless.

George Ruby, known in the West as the "big gun" of Morimura Bros., New York, has just returned from that city, where he has been negotiating a deal to pave the corridors of the new Court House with Japanese tiles.

Paul Fueslein is still here on behalf of Bawo & Dotter, and says that while the turkey for dinner at the Bismarck may be all right, he prefers to be home for Thanksgiving.

W. T Darden, representing Ed. Butler, the New York importer, is also here, showing his new "grafting sets," which he says are winners.

ROCHESTER LAMP CO. REORGANIZED.

THE Rochester Lamp Co has been reorganized and has opened temporary offices at 1133 Broadway, this city. In addition to the manufacture of lamps they will also handle sundries for oil, gas and electricity. The officers are Chas. A. Pomeroy, president; Wm Handley, secretary, and David L. Hedges, treasurer. Mr. Pomeroy, who will have the management of the company, is a nephew of the late Chas. S. Upton, the founder of the business, and was associated with him for fifteen years.

VALUABLE NEW WORK ON "CLAYS."

EDW. C. STOVER, assistant general manager of the Trenton Potteries Co., writes to us as follows concerning a new work on "Clays" by Heinrich Ries, Ph. D.:

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir—Those interested in any branch of the clay industries, from owners of clay properties, miners and shippers of clays, to the manufacturer of ceramic product in any form—in fact, any worker in or user of clay—will be glad to learn that there has just appeared another valuable addition to the literature on this interesting subject. It is "Clays," their occurrence, properties and uses, with especial reference to those of the United States; by Heinrich Ries, Ph. D., assistant professor of economic geology in Cornell university, 8vo, xxi plus 490 pages, 65 figures, 44 plates, published by John Wiley & Sons, New York, $5 net.

This book fills a long-felt want by putting in one volume for easy and quick reference much valuable data heretofore only available by a dillgent search of many volumes. To this has been added much new and valuable information on the subject treated.

The chapters on origin of clays, chemical properties of clays, physical properties of clays and kinds of clays are all new and written and illustrated in Dr. Ries's best style. His illustrations and descriptions of new machinery, methods of handling, etc., will be found very interesting and instructive. The classification of clays by States, with every detail, will answer many queries.

The volume is handsomely printed on fine paper, bound in cloth, and can be had of any bookseller.

EDW. C. STOVER.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of September, 1906, compared with the same month in the preceding year, are as follows:

	1905	1906
Great Britain	$211,961	$201,540
Austria	105,114	93,403
France	204,852	179,679
Germany	546,856	561,389
Other Europe	32,906	49 204
Japan	109,884	202,506
Other Countries	8,573	9,135
Total	$1 219,146	$1 296,856

FOR NINE MONTHS ENDING SEPTEMBER.

	1904	1905	1906
Great Britain	$2 314,037	$2,023,010	$2,249,097
Austria	619,769	674,498	708,347
France	1 321,228	1,287 871	1,426,307
Germany	3 493,856	3,729,213	3,664,167
Other Europe	242,820	249,567	273,575
Japan	547,750	818,434	1,385,022
Other Countries	66,604	81,736	98,310
Total	$8,6 6,0?4	$8,864,329	$9,804,825

TOYS

	1905	1906
France	$ 18,663	$ 17,411
Germany	722,789	823,971
Other Europe	25,598	35,308
Other Countries	5,667	15,723
Total	$772,687	$891,413

FOR NINE MONTHS ENDING SEPTEMBER.

	1904	1905	1906
France	$ 148,336	$ 109,530	$ 133,780
Germany	3,450,395	3,626,388	4,144,120
Other Europe	1 9,308	125,911	172,068
OtherCountries	89,133	88,532	156,818
Total	$3,787,172	$3,950,361	$4,606,786

GLASSWARE.

SEPTEMBER.		FOR NINE MONTHS ENDING SEPTEMBER.		
1905	1906	1904	1905	1906
$349,559	$324,043	$2,170,927	$2,251,069	$2,361,810

Around the District



QUITE a fair representation of out-of-town merchants visited the District on Thursday, Friday and Saturday of last week, but there have been comparatively few of them here since Monday. Their calls continue to have stock purchases as their principal object, and the houses carrying such lines have been enjoying a brisk season.

Dealers desirous of securing before the holidays some excellent things in Vienna and Teplitz vases and also glassware for ornamental and utilitarian purposes should consult Chas. Ahrenfeldt & Son's stock. The pieces are offered at very attractive prices and will be shipped immediately. The Limoges and Carlsbad sample lines for spring import at the same house have been supplemented lately by a host of new and highly desirable designs.

But two weeks intervene before Thanksgiving Day. Merchants desiring the immediate shipment of turkey sets for the trade preceding the national feast day will find something to interest them in Bawo & Dotter's stock. They carry some excellent sets of this kind in English and German earthenware, decorated underglaze in plain colors and Japans.

The regular bi monthly meeting of the American Association of Flint and Lime Glass Manufacturers will be held in the rooms of the United States Glass Co., 29 Murray street, this city, on Monday, Nov. 19.

Three new shapes are included in the toilet line rom Furnivals, Ltd., samples of which have just reached Jas S. Robertson's showrooms. The ewers differ decidedly from former Furnival creations in the matter of contour, but they are quite as graceful and practical. The decorations which clothe them exploit twenty-five distinct styles. The new arrivals, like previous productions by Furnivals, are accurately reproduced in colored photographs which Mr. Robertson will be pleased to forward to interested merchants. Except by personal inspection at Mr. Bobertson's showrooms, these photographs afford out-of-town buyers the only opportunity to acquaint themselves with the new goods. He has no road representatives, and depends upon the photos to demonstrate the merit of the shapes and decorations. The quality of the body requires no demonstration.

Some patient fellow, attracted by the number of Japanese houses now on Broadway, recently took the trouble to count them. He found seventeen between Eighteenth and Barclay streets. Nearly half of these have been established within the past year.

Robt. Slimmon & Co. have received advance samples of a new pattern on their famous "Silver" shape. They have called it the "Marseilles," and it is one of the most dainty, graceful and pretty designs of the season. Garlands of heather-bells are looped around the border in flow peacock, flow Canton, and in enamels It is one of those decorations that appeal to refined taste, and it would seem as if no woman could resist it. The full line of samples will be shown in Mr. Slimmon's pretty warerooms on the first of December, although enough are now exhibited to convey a fair idea of what the whole line will be.

After preparations that have occupied considerable time and entailed no little labor and expense, the new Japanese porcelain department of Ignaz Strauss & Co. is now ready for the trade's approval in the Great Jones building at 684 Broadway. It is perhaps quite unnecessary to explain that the house of Strauss & Co. is new only as regards its porcelain affiliations. For a great many years it has had offices in Kobe and Yokohama, Japan, but heretofore fans, antimony, lacquer ware, etc., have represented its interests. The acquisition of porcelain promises to be fully as successful. Exclusive decorations are controlled. Many of the designs have been inspired by the bewilderingly beautiful effects which adorn some of the other novelties created by them. This adaptation of appropriate designs insures decorative treatments on porcelain that are positively unique,

typically Japanese, and unusually beautiful. Harry N. Herber, who has enjoyed years of experience in the Japanese porcelain business, is connected with the house.

That the sixty-four page illustrated catalogue and price list published by L. Reusche & Co. contains a perfect fund of information for persons and firms who have use for colors and materials employed in the decoration of china and glassware is evidenced by the numerous inqulries being received for it. The publication is wonderfully complete and includes some interesting and instructive information in addition to the reference to the lines carried by the firm. In the latter connection it might be stated that L. Reusche & Co are the sole agents in the American market for Jas. Hancock & Son's ceramic art color works in Worcester, England, and John Lamb's potters' printing paper factory in New Castle, England. Copies of the catalogue will be forwarded on request.

Wood & Yeakel's hotel china line is now intact and includes some particularly good things in the form of underglaze colorings. A dainty rose border pattern, in which green and pink predominate, is especially effective. The overglaze designs formerly applied to this china have been discarded, and in the future only underglaze decorations, in colors and plain prints, are to be employed.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

R N Caird, with the Sweeney Co, hf, Buffalo. Herald Square
M E Herz, of A Herz, hf, Terra Haute, Ind. Woodstock
C M Igel, with Kaufman Bros, hf, Pittsburgh. Hoffman.
E E Scheh, with Thompson, Gilman & Co, hf, Williamsport, Pa. Marlboro.
H Goodman, with Lit Bros, hf, Philadelphia. Herald Square.
I J Findling, with Jos Phillipson, t, Chicago. Imperial.
Sidney J. Ackerman, with Rothschild Bros, c, Portland, Ore, and Spokane, Wash Hotel Astor.
W O Day, with Miller & Rhoads, hf, t, Richmond, Va.
T Barker, with R H White Co, hf, Boston. Holland.
F H Dunmore, with Mitchell & Co, c, Haverhill, Mass. Breslin
J P Reed, with W M Whitney & Co, hf, t, Albany, Park Ave.
L Wiemann, of Wiemann & Muench, t, Milwaukee. Hoffman.
W P Dodson, of Dodson-Fearing-Miller Co, t, Norfolk, Va. Empire.
Geo G Norman, c, Watkins, N Y.
F P Boyland, c, with Edw Malley Co c, New Haven, Conn.
W W Mosher, with Sibley, Lindsay & Curr Co, hf, Rochester, N Y.
H S Norwell Co, c, Nashua, N H.
L P H Fisher, c, Grand Rapids, Mich.
Brinsmaid & Co, Des Moines, Ia.
H C Wisner, c, Rochester, N Y.
C A Blocher, c, Gettysburg, Pa.
Snyder Bros, c, Punxsutawney, Pa.
B C West, c, Xenia, O.
O H Warwick, c, St Johns, N S.
Mr Gable, with McDonald Bros, c, Minneapolis, Minn.
Allentown Crockery Co, c, Allentown, Pa.
Wise, Smith & Co, c, Hartford, Conn.
Harry A Webb, c, Greenwich, Conn.
Geo H Woodbury, c, Newport, N H.
J W Smith Co, c, Geneva, Pa.
R J Atwell, c, Middletown, Conn.
Staddens Art Shop, c, Springfield, Mass.
C J Fitch, c, Towanda, Pa.
Foster, Ross & Co, c, Auburn, N Y.
Mr Meyers, with Lewis & Neblett, c, Cincinnati, O.
T R James & Sons, Kansas City, Mo.
L L Darling, with E S Anthony Co, c, Fall River, Mass.
Chas Lee, Saratoga, N Y.
W D Nutting, c, Brandon, Vt.
Plautt, Cadden Co, c, Norwich, Conn.
Coryell & Russ, c, St Mary's, Pa.
J J Estes, c, Rockland, Mass
Carrie L Lowe, c, Lebanon, N H.
J R Brayton, c, Buffalo N Y.
Lippincott & Co, c, Wilmington, Del.
T & J Bradsfield, c, Barnesville, O.
R Q Walsh Co, c, Ansonia, Conn.
Lansing Bros, c, Albany, N Y.

BUSINESS BRIEFS.

Fire in Scranton, Pa., last Saturday caused $100,000 loss to the J. Williams Bros. Co., dealers in toys, etc.

With $30,000 capital, A. G. Smalley & Co., of Boston, have been chartered to deal in glassware, druggists' sundries, etc.

Chas. McClintock, who has been in the crockery business at 707 Kansas avenue, Topeka, Kan., for twenty-three years, retires from business in February.

The McKenney & Waterbury Co., gas fixtures and lamps, Boston, sustained considerable damage from water during a recent fire. Loss, abont $25,000.

The death occurred in Cincinnati, O, recently of Gordon Shillito, who retired in 1899 from the firm of John Shillito & Co., Cincinnati. He was sixty years old and is survived by a daughter.

Contracts have been given out for the erection in Detroit, Mich., of a factory for the newly-organized Pewabic Pottery Co. It is to occupy a site on Jefferson avenue, betweon Cadillac and Pennsylvania avenues, that city. The building, which is to cost $20,000, will be in operation next spring. Art pottery and tile are to be made.

Among the Potteries



East Liverpool and Vicinity.

Over $150,000 is estimated to have been lost by the manufacturing potters of this district by the gas shortage during the past three months. Last week the Laughlin China Co. placed sixteen kilns on coal. Seven of these kilns are at plant No 2, the largest of the three potteries owned by this company; six at No. 3, and three at No. 1. Other kilns controlled by this firm will be put on coal as soon as the company can change the kilns. At the Knowles, Taylor & Knowles pottery, the D. E. McNicol plant, the Vodrey Pottery Co. and the Potters' Co-Operative Co. over half of the kilns in each plant have been put on coal during the past fortnight. It is asserted that the Manufacturers' Light and Heat Co. of Pittsburgh will purchase 30,000,000 feet of gas daily from the Fairmont, W. Va., Gas Co , and that this increased supply will be turned into the mains of the Manufacturers' Co. The manufacturing potters are of the opinion that this increased supply in the mains will do East Liverpool potteries no good, for the gas company will only enlarge its scope of supply, and the supply then here will be just as low as ever.

* *

It is now thought that it will be impossible for the gigantic new Newell pottery opposite East Liverpool to begin turning out ware in a merchantable way before May or June of next year. In fact, an official stated this week that nothing would be shipped before that time. A few weeks ago it was hoped that work might be begun in a small way and gradually developed. but this idea ls said to have been abandoned Work, however, is being pushed with all speed on the plant.

* *

George Gundlach, formerly sales manager of the Edwin Bennett Co , Baltimore, has connected himself with the Taylor, Smith & Taylor Co., assuming charge of the territory including Baltimore, Virginia and the Carolinas.

* *

Among the western potteries that W. F. Weiss, the New York promoter, hopes to secure in his new combination are the following: Wheeling Potteries Co , Pope-Gosser China Co., Mayer Pottery Co., Taylor, Smith & Taylor, Edwin M. Knowles China Co., Steubenville Pottery Co., Potters' Co-Operative Co., C. C Thompson Pottery Co., Goodwin Pottery Co., D. E. McNicol Pottery Co. and Knowles, Taylor & Knowles Co. Mr. Weiss made a tour of the Western pottery district a few months ago on this mission and has since sent the third and fourth letters to some manufacturers to "get on the band wagon," but there seems to exist a decided hesitancy in the matter.

* *

H. P. Knoblock, of the Colonial Pottery, this week concluded a Western trip during which he visited Detroit, Chicago and St. Louis.

* *

H. L. Thompson, formerly representing the Pittsburgh, Lamp, Brass and Glass Co. in its Southern territory, has decided to change his line, and is considering several East Liverpool propositions.

* *

The majority of East Liverpool potters are making preparations to attend the national covention at Washington in Deeember, and the prospects are that the delegation from here will be a large one.

Clarksburg, W. Va.

A new sample-room has just been opened at the factory of the Radford Pottery Co. It affords abundant opportunity for the complete exhibition of the concern's product and is a much-needed acquisition.

Wellsville, O.

The plants here are being urged to their capacity to keep up with the demand. Last week, out of 134 general ware kilns, 70 were using coal, and there was little hindrance in getting out the ware. The United States pottery is behind in its orders, but expects little difficulty in getting out its holiday business, the remainder being of a nature that can stand.

* *

Patterson Bros., manufacturers of yellow ware, shut down all of last week on account of difficulty

with the men over the question of using coal, and a settlement has not yet been effected. This is the only labor trouble of any kind in the district.

*

Trenton. In his efforts to form a new pottery combination, W. F. Weiss, the New York promoter, is not likely to receive very much encouragement from this quarter. No concerns here have at this writing been approached by Mr. Weiss, but it is understood that the Cook Pottery Co. is shortly to receive a proposal from him. Mr. Weiss's plan is the fourth of the kind that has been attempted within six years. He hopes to take in 145 kilns at first in the proposition, the sole purpose of which is to control selling prices and distribute pottery on the allotment scale, which would mean that the production by the various plants interested would be graded in proportion to their kiln capacities. To assist him in the perfection of the preliminary arrangements Mr. Weiss has asked the manufacturers to subscribe $1,000 each. No firm, so far as is known, has yet responded to this call for financial support.

* *

Joseph Burroughs, formerly of Buroughs & Mountford, is one of three candidates for the office of City Engineer. This is one of the best berths in the city government, being worth about $10,000 a year. Mr. Burroughs was educated in engineering at Rutgers College and followed it before engaging in the pottery business. Since his retirement from the latter he has resumed his study of engineering.

* *

It has just become known that Fritz Schramm, founder of the Schramm Manufacturing Co, makers of wooden toys, has been missing since last May. The fact came out several days ago when Schramm's daughter preferred an assault charge against Wm. H. Baker, treasurer of the company. Schramm's family has made every effort to locate him, without success. It is believed that his departure was deliberate, for when he disappeared many of his belongings went, too. The police authorities all over the country have been notified. Since May the factory has been operated by Mr. Baker and Miss Schramm, between whom differences have lately arisen. The assault complained of occurred when Miss Schramm entered the business office and was ordered out by Mr. Baker. She claims that he forcibly ejected her, but the defendant denies it.

* *

Construction of the plant of the Union Paper Cup Co. at Fernwood, near here, is progressing well and the buildings are now ready for roofing. The main building will be 600 x 50, while six other buildings will be 250 x 50. The product will be unique and will revolutionize the handling of milk in the large cities. The paper bottles are conical in shape and are to be made in pint and quart sizes. The weight of the quart bottle will be two ounces. Over twice the quantity of milk can be carried in the delivery wagons than that which is now handled in glass bottles. When the paper bottles are empty they are to be destroyed. This will save the dairyman the expense of washing and insure an absolutely clean bottle for each day's output. The consumer will have the advantage of always having his milk in a new vessel. The paper bottles are non-conductors of light and temperature, and a recent comparative test made at the University of Pennsylvania showed that milk in a glass bottle turned in three days, while that in a paper bottle was in good condition at the end of eight days. This feature will enable the milk to be shipped thousands of miles.

CLOCK MADE ENTIRLEY OF GLASS.

A WONDERFUL timepiece has just been completed by an old glassworker of the famous Theresienthal factory in Bohemia The maker, who is 71 years of age, worked for six years on the clock, which is constructed entirely of the purest crystal glass, with the exception only of the springs. The clock stands sixteen inches high and is of course perfectly transparent. It is now on exhibition in Leipsic.

LIVERPOOL EXPORTS.

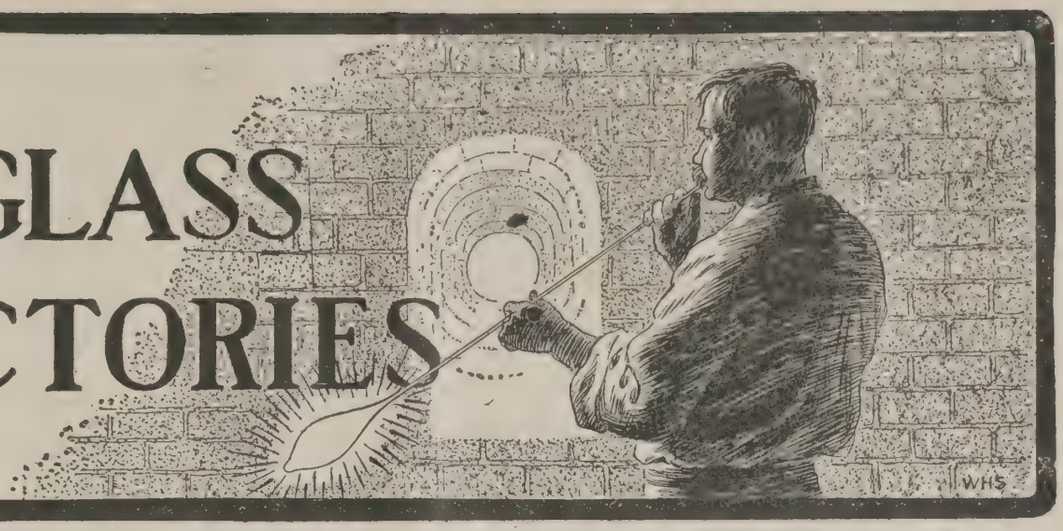
From David Inglis & Co.'s Circular.

TO	Shipments month end'g Oct. 27,'06	Corresponding period 1905	Exports Jan. 1 to Oct. 27 '06	Corresponding period 1905
Boston	637	326	6044	4751
New York	699	725	5527	5945
Baltimore.	1092	762	12116	9997
Philadelphia.....	80	59	980	769
New Orleans .	607	184	3734	3039
Newport News....	44		1124	795
San Francisco.....	120	171	1418	1020
Portland (Me.)...	159	83	851	428
Galveston.....	261	48	1842	812
Portland (Or.).	121	80	826	448
Inland Points.....	568	514	9677	11372
Total...	4388	2902	43639	39376

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g Oct. 27,'06	Corresponding period 1905	Exports Jan. 1 to Oct 27,'06	Corresponding period 1905
New York	173	210	5568	6115
Boston	203	76	6003	4585
Philadelphia.... .	4	5	940	773
Baltimore .	30	181	12805	10276
San Francisco....	....	114	1888	1020
New Orleans ..	16	114	8896	8041
Portland (Me.)...	12	5	724	288
Galveston	53	...	1262	798
Newport News....	.	....	1009	864
Portland (Or.).....	22	26	877	448
Inland Points.....	7	115	10342	11137
Total...	520	846	44314	39345

THE GLASS FACTORIES



Pittsburg and Vicinity.

The factories in this district have all they can do to get out their holiday orders, keep up with new business, and at the same time finish the preparation of their new lines. There has been no cessation of the demand upon their facilities during the past week, but rather an increase, and no relief is expected until the last shipment of holiday goods has been cleared. It may be that some of the factories will be unable to finish their latest orders, but they are sparing no effort to do so. The fear of a car shortage is not so pronounced now, as the railroads declare that the outlook is not so serious as two weeks ago, by any means.

The extended lines of the United States Glass Co. are being heavily drawn upon, and everybody is kept on the jump. An extremely large number of new samples is promised by the company to be ready in time for January buyers.

The Phoenix Glass Co. are exerting all their energies to meet the holiday requirements. A number of striking and attractive features are being made ready to be shown in the list of new offerings.

There is a marked feeling evinced among the majority of the manufacturers that the prices of glass are too low and that some radical step is needed to place them upon a basis warranted by the great increase in the cost of material. There is a great deal of quiet discussion going relative to the nature of the step to be taken, but as yet it is only discussion and has reached no definite shape. The feeling is almost certain, however, that sooner or later action will be forced if materials continue to increase in cost.

Rochester, Pa.

The Rochester Tumbler Works, which has long confined itself more particularly to its staple lines of bar glassware, is developing plans for extending the business and will eventually enter into the manufacture of lines intended for department store trade especially. A line of deep plate etched goods which will contain some taking novelties is being prepared for this class of trade.

The H. C. Fry Glass Co. will have a marked and distinctive cut glass line to add to those which have made such a pronounced success for it during the past year. These latter will be retained, as the company has found them too attractive to be abandoned. The business of the company during the past year has shown an enormous increase for each separate month over that of last year, and the outlook is that even this record will be broken next year. The new line will be ready early in January.

Martin's Ferry, O.

The Fenton Art Glass Co. will be ready to remove its plant to Williamstown, W. Va., in a few days. A force of men have been busy for several days past getting things in shape for its removal to the new location. The new plant at Williamstown is nearing completion It is expected that a general line of blown ware will be added to the company's production. Jacob Rosenthal, who was formerly with the Crystal Glass Co.'s plant at Bridgeport, O., is to be manager.

Smithburg, W. Va.

It is understood that a site has been selected here for the factory of the new Dominion Glass Co, manufacturers of cut glass blanks. A cutting department containing about seventy-five frames is also likely to be added. The promoters of the enterprise include: W. B. Gribble, W. A. McClain, J. E. Trainer and G. M. McClain, of West Union, and J. A. McClain, of Grafton.

Muncie, Ind.

Manufacture at Ball Bros.' factory No. 1 has been resumed in full again after a portion of the plant, employing 175 men, had been shut down for about ten days. This was caused by an accident to the machinery.

While it was one of the most serious accidents that the concern has experienced in recent years, no one was hurt.

Morgantown. W. Va.

The glass factories here having been seriously bothered for some time by the shortage of gas, representatives of the various concerns conferred recently with Manager Warfield, of the gas company, who said that there was no more gas at command than could cope with the city's domestic requirements This threatens to make a temporary shutdown necessary. The gas company is installing a pumping-station in the hope of relieving the situation, but this will not be ready inside of sixty or ninety days.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending November 13, 1906.

ANTWERP

295	packages	glassware	B Gunthel
68	"	"	G F Bassett & Co
8	"	"	Fensterer & Ruhe
25	"	"	J M Shaw & Co
187	"	"	Miscellaneous Orders
68	"	earthenware	Geo Borgfeldt & Co
30	"	"	Koscherak Bros
2	"	"	R H Macy & Co
45	"	"	G F Bassett & Co
1	"	"	Bawo & Dotter
2	"	"	Higgins & Seiter
46	"	"	L Straus & Sons
41	"	"	E R Thieler
57	"	"	Strobel & Wilken Co
34	"	"	Miscellaneous Orders
1	"	toys	Geo Borgfeldt & Co
6	"	"	R H Macy & Co
70	"	"	Strobel & Wilken Co
26	"	"	Miscellaneous Orders

HAVRE

5	packages	chinaware	Haviland & Co
8	"	"	Miscellaneous Orders

BREMEN

19	packages	glassware	L Straus & Sons
10	"	"	A Steinhardt & Bro
45	"	"	The Julius Levy Co
170	"	"	Strobel & Wilken Co
75	"	"	Miscellaneous Orders
504	"	earthenware	Geo Borgfeldt & Co
28	"	"	Karl Hutter
41	"	"	Knauth, Nachod & Kuhne
12	"	"	N Wapler
88	"	"	R F Downing & Co
127	"	"	Strobel & Wilken Co
48	"	"	Miscellaneous Orders
25	"	toys	Hamburger & Co
724	"	"	F W Woolworth
28	"	"	Geo Borgfeldt & Co
672	"	"	Strobel & Wilken Co
226	"	"	Miscellaneous Orders

CHRISTIANA

21	packages	glassware	Geo Borgfeldt & Co
172	"	"	Fensterer & Ruhe
24	"	chinaware	Christian Scherfig
24	"	earthenware	Geo Borgfeldt & Co

HAMBURG

12	packages	glassware	Fensterer & Ruhe
23	"	"	Chas Ahrenfeldt & Son
10	"	"	Brown Bros
172	"	"	Bawo & Dotter
16	"	"	F Bing & Co
11	"	"	O Goetz
8	"	"	Higgins & Seiter
5	"	"	Knauth, Nachod & Kuhne
3	"	"	Koscherak Bros
5	"	"	Julius Palme
1	"	"	Samstag & Hilder Bros
4	"	"	N Wapler
97	"	"	Strobel & Wilken Co
166	"	"	Miscellaneous Orders
76	"	chinaware	The Julius Levy Co
81	"	earthenware	L Straus & Sons
15	"	"	G F Bassett & Co
60	"	"	L D Bloch & Co
8	"	"	Bawo & Dotter
44	"	"	Geo Borgfeldt & Co
1	"	"	C L Dwenger
28	"	"	Eimer & Amend
6	"	"	Fenesterer & Ruhe
13	"	"	O Goetz
17	"	"	Hamburger & Co
2	"	"	Higgins & Seiter
39	"	"	Kmy-Scheerer Co
14	"	"	Julius Palme
24	"	"	F W Woolworth
1	"	"	N Wapler
78	"	"	Strobel & Wilken Co
170	"	"	Miscellaneous Orders
3	"	toys	R H Macy & Co
34	"	"	Geo Borgfeldt & Co
191	"	"	B Illfelder & Co
14	"	"	J Palme
8	"	"	A Steinhardt & Co
127	"	"	Samstag & Hilder Bros
3	"	"	F A O Schwartz
18	"	"	F W Woolworth
297	"	"	Strobel & Wilken Co
157	"	"	Miscellaneous Orders

LIMOGES

248	packages	chinaware	W L Briggs

LIVERPOOL

8	packages	earthenware	L Straus & Sons
12	"	"	G F Bassett & Co
24	"	"	E Boote
18	"	"	Geo Borgfeldt & Co
17	"	"	J Davison
34	"	"	Maddock & Miller
11	"	"	W S Pitcairn
3	"	"	The Rowland & Marsellus Co
9	"	"	J Wygand & Co
59	"	"	Strobel & Wilken Co
46	"	"	Miscellaneous Orders
67	"	chinaware	The Julius Levy Co
5	"	glassware	J Davison
1	"	"	L Straus & Sons
12	"	"	Strobel & Wilken Co
9	"	"	Miscellaneous Orders
49	"	toys	Strobel & Wilken Co

ROTTERDAM

29	packages	earthenware	Bawo & Dotter
56	"	"	L D Bloch & Co
177	"	"	Geo Borgfeldt & Co
14	"	"	L Straus & Sons
2	"	"	Samstag & Hilder Bros
21	"	"	Miscellaneous Orders
2	"	toys	R H Macy & Co
7	"	"	Bawo & Dotter
8	"	"	F A O Schwartz
2	"	"	Samstag & Hilder Bros
12	"	"	Miscellaneous Orders

SOUTHAMPTON

87 packages chinaware.....Paroutaud & Watson
7 " " .....Blakeman & Henderson
8 " " .....Bawo & Dotter
9 " " .....Ceramic Importing Co
8 " " .....C L Dwenger
4 " " .....F W Jenkins & Co
16 " " .....Knauth, Nachod & Kuhne
16 " " .....A G Moment
39 " " .....Wm Guerin & Co
6 " " .....J H Venon

IMPORTS AT PORT OF BOSTON.

MANCHESTER

38 packages earthenware.....Downing's American Despatch

LIVERPOOL

15 packages earthenware.....Jones, McDuffee & Stratton Co
1 " " .....Richard Briggs Co
2 " " .....Jordan Marsh Co
71 " " .....Mitchell, Woodbury Co
41 " " .....Miscellaneous Orders

WHAT HONESTY SHOULD MEAN.

HONESTY should mean something more than financial reliability. It is the quality which makes a man work without watching the clock, or being afraid that he will give his employer more value than he is being paid for. The honest employee brings to his work the best effort of which he is capable, and begrudges nothing where the intersts of his employer are at stake. He works without the supervision of a foreman or a time clock; he guards closely any business secrets which may come into his possession; and if he becomes dissatisfied with his position he quits cheerfully and promptly, without stirring up dissatisfaction among the rest of the force.

THE SPECIAL SALE.

THE majority of merchants are tempted at one time or another to endeavor to liven up a dull period by holding a special sale. The merchant naturally feels that if he can only boost his sales record he will be accomplishing splendid results. And so he will—temporarily. The trouble is, however, that as soon as dullness comes around again the temptation is once more presented, and another special sale is heid. Perhaps this one does not go quite so well. But the merchant is willing to try again, and later on he holds another special sale. In time the so-called "special" sale becomes a fairly regular event and the merchant is holding special sales more or less all the time. As a result, all the flavor of spontaneity and "occasion" is taken out of these sales and their drawing power is seriously reduced.

But this is not the worst. The public have become educated away from the buying of goods at regular prices; they have become accustomed to defer their purchases until a special sale comes along, and thus, as a direct result of the special sale policy, profits are reduced all along the line.

Many wise merchants long ago became aware of the dangers of the special sale policy and made up their minds that they would hold such a sale no oftener than four times a year. With them the special sale is a part of the store's continuous plan; it is designed to bring definite, constructive, healthful results. And though planned far ahead, the sale is put on in a way that insures interest and enthusiasm. There are invariably a large number of offerings which are really special in value, and purchasers are well satisfied with the opportunities presented.

To make the main object of the special sale the increasing of business during a particular period is a serious error. To do so is to lose sight of most of the advantages that are afforded by such an event. For instance, the special sale may be a great and permanent advertisement. If the sale is of the right kind the prestige of the house is increased for over a considerable period. Conversely, a special sale which, because of a lack of the proper kind of merchandise or through some other shortcoming, proves a fizzle, will long be remembered

In other words, the special sale is so powerful for good or ill that it ought to be used with the utmost caution Properly employed, it is a remedy; in too frequent doses it is rank poison —*Dry Goods Economist.*

IN THE HOUSEFURNISHING WORLD.

Fire considerably damaged Wm. E. King's brush factory in St. John, N. B., recently.

* *

Manufacture is about to be resumed at the Geo. H Williams Co.'s basket factory, Thorold, Ont.

* *

To deal in household supplies, Stover, Sees & Spence, Pittsfield, Mass, have been incorporated. Capital, $12,000.

* *

The new building of the John G. Myers Co., at 39-41 North Pearl street, Albany, N. Y., was formally opened last Monday.

* *

H. B. Lee and E. W. Alexander have purchased the Waycross, Ga., broom factory, and after enlarging it will resume manufacture.

* *

Incorporation papers have been filed by the Lay-Kenney Mfg. Co,, St Louis, Mo., makers of brooms, brushes, etc. Capital, $10,000

* *

Incorporation papers have been filed by the American Outlet Co., this city, with $100,000 capital. Directors; Philip Lieberman, Chas. Proser and Jacob Grant, all of New York.

In celebration of the twenty-fifth anniversary of the Mutual Aid Society of its employees, Bloomingdale Brothers' department store gave an entertainment and ball in the Grand Central Palace on Saturday night. The big hall was packed to the doors, fully 5,000 people being present. The society was started in 1881, and has since extended aid to more than 30,000 people.

* *

J. G. Bullock has leased the newly-erected building in Los Angeles, Cal , that was to have been occupied by the El Imperio department store, which project was abandoned when one of the promoters died. Mr. Bullock, who resigns as superintendent of the Broadway Department Store, Los Angeles, on Dec. 1, will operate the new establishment fordepartment store purposes.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

COMMISSION agents in various sections of the West, Pennsylvania and New York wanted for the purpose of carrying line of domestic toilet and dinner ware and white goods. First-class line, and only first-class agents need apply Address Box 428, this office.

YOUNG import china and glassware salesman wanted. High-stepper only. Address Box 427, this office.

FIRST-CLASS man, worth a first-class salary and capable of proving it, wanted to travel the States of Ohio, Indiana and Michigan. Also a man for a part of the Southern territory. GEO. F. BASSETT & Co.

WANTED—A salesman for the Southern States for 1907 to sell cut glass and silver on commission. Good reference required. Address Box 430, this office.

A SALESMAN who can sell goods wanted by a first-class American pottery to handle regular crockery and department store trade Will pay a good salary to the right man. Address, with particulars, H. L , this office.

WANTED—A traveling salesman, experienced in French china for import Must have large acquaintance among buyers East and West. Liberal contract for right party. Address, with full particulars, Box 431, this office.

SITUATIONS WANTED.

WANTED—A traveling position for Pacific Coast in some special line by party well acquainted with Coast. Address Box 429, this office.

ALL-AROUND office man, competent double-entry bookkeeper, speaks and corresponds German and English, wants to make a change. Best city references. Address A. B. 100, this office.

AMERICAN POTTERY OR FRENCH CHINA.—First-class salesman capable of selling and handling largest and best trade, now in touch with all the leading buyers in the East and West, desires to make a change January 1st. Only largest and best potteries will be considered. First-class lines of dinner ware stock patterns indispensable Am now selling at the rate of 150,000 a year and can increase it with a fine line A rare chance for the right concern to land on the right man. Address STOCK PATTERNS, this office.

BUSINESS OPPORTUNITIES.

WANTED—Agencies for cut glass, German china, fancy pottery and toys for Southern territory, with Memphis, Tenn., as a centre Address Box 426, this office.

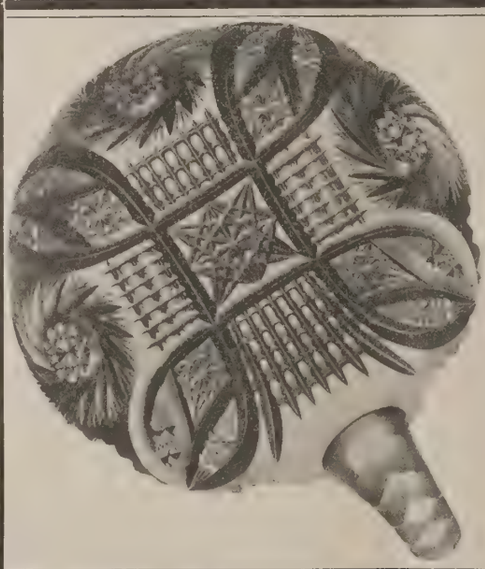
ESTABLISHED agent, office in china and glass district, wishes to represent manufacturer of china, glass or fancy metal goods for New York city and vicinity; also do some traveling. Have been amongst the trade for fifteen years and can guarantee good results Address Box 437, this office.

TO AMERICAN MANUFACTURERS OF HIGH GRADE SEMI-PORCELAIN DINNER, TEA, TOILET WARE, ETC.—I have invented and had registered in this country a trademark for American or foreign dinner, tea and toilet ware of fine quality. This trademark if properly exploited will create a furor among the buyers in this line of goods; in other words, it will place the manufacturer of earthenware in a position to pick his trade, and instead of running after the buyer the buyer will run after the seller. I am prepared to make terms with any first-class and responsible manufacturer of American goods for this trademark and will put it out on a yearly rental or sell it outright for $10,000 to any large pottery making a nice line of goods. The manufacturer who takes my proposition simply has his output sold before any other manufacturer can start in, and there is a large prospective fortune in a very few years. If interested, address BRAINS, this office.

FOR SALE.

FOR SALE—Glass works (12-pot furnace and day tank) now in successful operation. Well located for manufacturing and shipping. Owners are building larger plant in order to meet demands of increased trade. For further particulars address OWNERS, this office.

FRY CUT GLASS
QUALITY TESTED



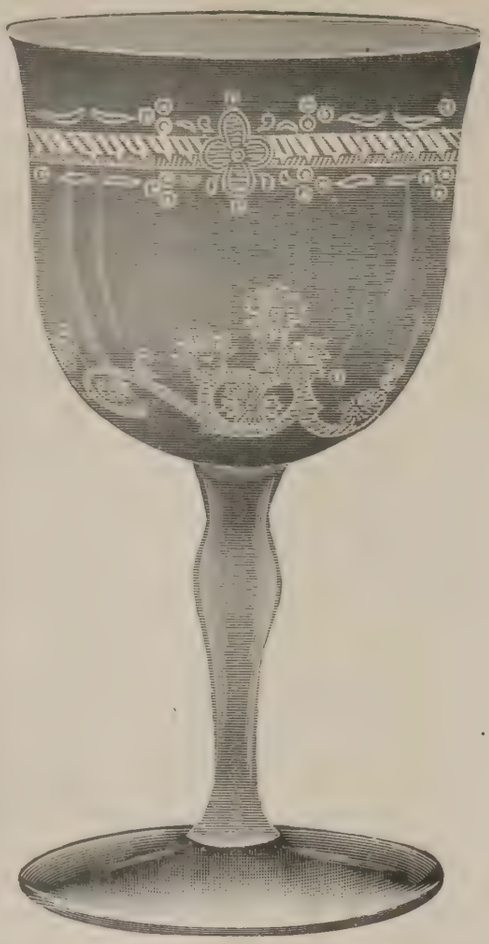
Those who have tested the quality of Fry Glass buy it again.

Highest Honors at Lewis & Clark Exposition.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects. This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glasa.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St.
Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 271 Stevenson St
St. Louis, 617 Granite Building, 4th and Market Sts.





The GOODWIN & KINTZ CO.,

[Factories: WINSTED, CONN.,

MANUFACTURERS OF

Gas and Electric Portables, Electroliers, Pitchers and Vases. Clocks, Bronzes and Candelabra.

New York Office: No. 46 West Broadway.

ANDREW H. HOAG & CO., Selling Agents.

ANDREW H. HOAG & CO.,

Selling Agents,

No. 46 West Broadway, New York.

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A. E. Overell,
Montreal.

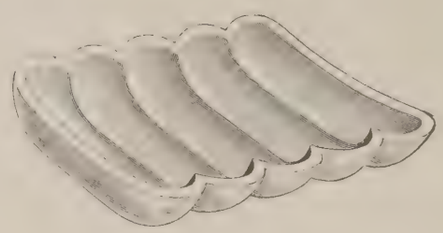


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WHEELING, W. VA

Pouyat China

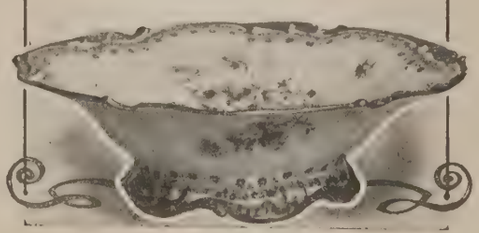


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in POUYAT CHINA that is self-assertive. It is an individual personality of form and decoration artistically combined to produce permanent pleasure.

That is the subtle reason why POUYAT CHINA commands instant attention. It tells its own story of superior excellence at first glance.

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Representing J. Pouyat
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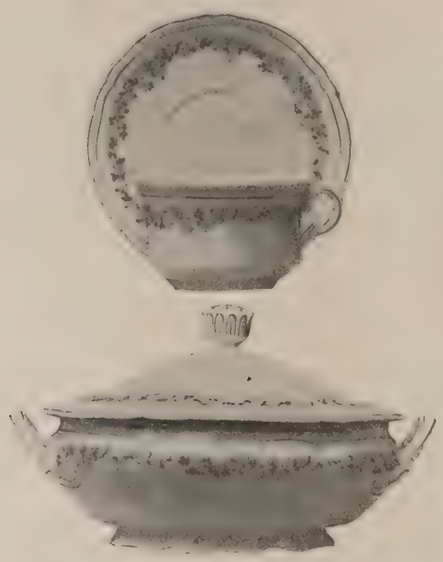
IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.



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THE displays of past years are quadrupled in this year's B. & D. showing of German, Austrian and French fancy lines and dinner ware for "Spring Import."

Large buyers will inspect this notable display as soon as possible, realizing that early deliveries are contingent upon early orders.

BAWO & DOTTER

26 to 34 Barclay St., New York.

Supplement Your Import Arrivals From Our Stock.

WE have good supplies ready for immediate delivery in German Fancy Goods, Dinnerware in FRENCH, GERMAN, AUSTRIAN and ENGLISH makes, BASSETT CHINA and ENGLISH STOCK PATTERNS. An inspection of our LINES will prove advantageous to you.

Geo. F. Bassett & Co.,

49 Barclay Street and 52-54 Park Place,

NEW YORK.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street, New York City.

FAMOUS in history is the city of Marseilles. Our new pattern, the "Marseilles," on the "Silver" shape is a good mate to the "Iris," and will make history for the dealers who handle it. Dainty in a design of garlands in flow peacock, flow blue, and in enamel, it will sell on sight. Full line on view December 1. Every dealer should see it.

A. J. Wilkinson, Ltd. Bourne & Leigh. Upper Hanley Pottery Co. J. H. Weatherby & Sons.
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TOILET WARES and
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Charles Ahrenfeldt & Son.

50, 52 and 54 Murray St., New York.

Paris. Limoges. Carlsbad. London.

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Dinner line is the most artistic, largest, and the strongest ever
Run by us, and we are positive it will meet your
Expectations. Our big line of
Specialties contains some of the bargains of the
Day. Also the best and most complete line of Toilet
Ever shown. Our Hotel China has
Never been equalled. Have you seen our lines?

DROP US A CARD.

The POTTERS' CO-OPERATIVE CO., East Liverpool, O.

Wholesome Truths About the Libbey

What do you demand in cut glass?

Do you consider depth of cutting, brilliancy, design, shape, etc.?

Do you believe one glass better than another?

Of course you do.

You do not want glass that's poorly cut and poorly polished—glass that lacks brilliancy, that lacks life—do you?

You do not care to choose a glass that's an unknown quality—that has no standarddo—you? Of course you do not.

You know that LIBBEY CUT GLASS is the world's best.

You know that if you place a piece of Libbey glass alongside any other make the startling superiority of LIBBEY will be manifest at once.

You know that the name LIBBEY stands for originality of design, worthy materials, superiority of workmanship, depth of cutting and unusual brilliancy, don't you?

Of course you do.

THE

LIBBEY GLASS CO.

TOLEDO, OHIO.

CROCKERY AND GLASS JOURNAL

NEW YORK, NOV. 22, 1906.

THE CONDITION OF BUSINESS.

New York. Exterior appearances would seem to indicate that the present state of trade in New York is dull. This is attributable to the fact that the streets in the wholesale district are rather sparsely populated these days, so far as visiting merchants are concerned. But the mails are still bringing in demands from dealers who find their attention so much occupied at home that they cannot afford the time to come in person. So that, while an apparent evidence of commercial sluggishness, the prevailing scarcity of visitors here is really the most emphatic proof of the briskness of the season.

An improvement in deliveries is reported of late from both foreign and domestic factories. Some particularly large invoices from abroad have arrived during the past week. The American manufacturers are experiencing more or less difficulty just now in the matter of railroad transportation. A shortage of cars with which to properly handle the increasing freight is reported from several systems patronized by the pottery and glass concerns. It is unsatisfactory enough now, but should a severe snowstorm or some other equally serious obstacle arise, the situation would become extremely embarrassing.

Retailers all over the country seem to be enjoying a great trade. This conclusion is prompted not only by the representations of road salesmen, but also by the reports from the merchants themselves. The shoppers are ordering liberally and not with the exasperating discrimination usually characteristic of them. Anything and everything seem to be in request, and the prospects denote light stocks when the new year opens. This fact renders it extremely unwise to countermand even if goods do arrive somewhat too late for the holiday season. There will be an urgent need for wares before 1907 is far advanced.

Many instances have been cited in these columns as proof of the remarkable prosperity which we are at present experiencing. It might not be out of place in this connection to refer to the wealth of the United States, which, according to a bulletin made public a few days ago by the Acting Director of the Census, increased from $88,526,348,796 in 1900 to $106,881,415,000 in 1904 This is a gain of $18,353,066,211, or 20.7 per cent., in the four year period. The eleventh census, 1890, estimated the national wealth at $65,037,091,197. The increase registed in 1900, compared with the estimate of 1890, was $23,491,257,601, or 36.1 per cent.; and in the fourteen years from 1890 to 1904 $41,844,323,812, or 64.3 per cent.

Still another demonstration of our prosperity is given by the voluntary decision of the railroad corporations of the country to accept the standard of wages set by the Pennsylvania and grant their employees an increase of ten per cent. in lieu of all other demands. This concession on the part of the railroads will represent an advance in pay to the

1,296,000 workmen involved something between $81,000,000 and $82,000,000 annually. Information comes from Montana that the Amalgamated Copper Co., which employs nearly 15,000 men in the mines of that State, has made a proposal to its employees increasing their wages about ten per cent. The United States Steel Corporation, which granted an advance to 175,000 employees in March, 1905, without solicitation from the men, is also considering the question of another increase Who, then, in the face of all these facts, has the effrontery to question the healthy, vigorous condition of the country ?

Another increase, but of a somewhat different nature, is also prospective in the glass industry.. On January 1, it is pretty generally believed, an advance in prices on certain lines will be authorized. This action will have been forced by the withdrawal of boys from the glass factories at the dictation of child labor law agitators and the substitution of these young men by adults. This has, naturally, caused additional expense to the manufacturers, and they can protect themselves only by the expansion of selling prices.

Trenton.

Nothing new can be said about the state of trade here. It continues to be brisk and promises to retain this spirit until the end of the year. There are some demands on file, in fact, which specify shipments in January. Some of the plants are so hard pressed in their efforts to satisfy the cry for goods that their decorating departments are kept open two or three hours every night. The difficulty experienced by some concerns earlier in the fall with regard to transportation delays seems to have been pretty largely eliminated.

Pittsburgh and Vicinity.

Activity in trade continues unabated, and there is no sign of the calm that it was predicted would come between the rush of the past few weeks and the holidays. As a matter of fact, orders continue to pour into the factories in such a way that a number of concerns which had expected to have little difficulty in getting out their holiday shipments are now beginning to doubt the possibility of doing so. The orders come from no particular section of the country and are confined to no particular lines. This general nature of the demand gives great faith in its stability and leads to anticipation of unusual business for the next few months.

East Liverpool and Vicinity.

The Western potters see nothing ahead except a continuance of the present encouraging outlook. Orders in good volume and of good dimensions are the rule and are confined to no particular source. Holiday shipments are well in hand, despite the difficulties that have been experienced with the gas supply, and the majority of concerns now feel relieved of anxiety on that point. In one or two potteries there has been a slight let up in new business; but the accumulation of advance orders was so large that there is no probability of an immediate cessation of activities at the plants. Talk of consolidations and mergers is not taken very seriously—so many projects of the kind having ended in nothing.

Wheeling and Vicinity.

Business conditions in this section correspond in activity and promise with those of Pittsburgh and East Liverpool, both in the glass factories and potteries. In the former all have as much or more business than can be conveniently handled, and one or two concerns will be unable to catch up with their shipments for some time. Traveling men have been called in, so as to prevent too great an accumulation of orders. The same conditions prevail in the potteries, and it is found almost impossible to keep up stocks.

OBITUARY.

JOS M HIGH, president of the J. M. High Co., Atlanta, Ga., died recently after a prolonged illness. He was aged fifty-one years and is survived by a widow and three daughters No change in the affairs of the J. M. High Co. will be made because of his death.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Nov. 3, '06	Corresponding period 1905	Exports Jan. 1 to Nov. 3 '06	Corresponding period 1905
Boston	129	56	6173	4807
New York	244	158	5771	6103
Baltimore.	574	184	12690	10181
Philadelphia.....	1	33	981	802
New Orleans ..	158	33	3892	3072
Newport News....	....	36	1124	831
San Francisco.....	....	72	1418	1092
Portland (Me.)...	181	3	1032	431
Galveston.... ...	14	....	1356	812
Portland (Or.).	...		826	448
Inland Points.....	....	239	9677	11611
Total...	1301	814	44940	40190

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g Nov. 3, '06	Corresponding period 1905	Exports Jan. 1 to Nov 3, '06	Corresponding period 1905
New York	193	98	5761	6213
Boston	181	40	6184	4625
Philadelphia.... .	1	35	941	808
Baltimore ..	574	160	12879	10426
San Francisco....	....	73	1888	1093
New Orleans ...	12	33	3908	3074
Portland (Me.)...	117	....	841	288
Galveston	14	..	1276	798
Newport News....	....	36	1009	900
Portland (Or.).....	....	....	877	448
Inland Points.....	....	184	10342	11321
Total....	1042	649	45356	39994

Around the District



THERE has been a fair sprinkling of buyers in town this week for the purpose of filling in and matching up. Some, too, have placed orders for immediate shipment. The shipping departments connected with the warerooms in the District present a scene of great activity.

In their desire to move certain lines of glassware before the holidays, Chas Ahrenfeldt & Son are quoting some decidedly attractive prices. The assortment includes many specimens that are peculiarly adapted for the Christmas trade. Most notable are those clothed in gold engraved designs. The gold floral and fruit patterns, in which the subjects are colored to more closely resemble nature, are also very desirable. The shapes embrace vases, nappies, bowls, comports, and about everything else capable of employment for household ornamentation or service.

A seven-piece salad set in German china is an interesting offering by Bawo & Dotter. The decoration consists of roses applied to a tinted groundwork that harmonizes pleasantly with the floral study. A coin gold edge invests the effect with additional richness. These sets are appropriate for the holiday trade and are also desirable as wedding presents of the less expensive type.

Being in possession of twenty open stock dinnerware patterns, which are always ready for immediate delivery from their local headquarters, Endemann & Churchill are prepared to supply at once the wants of all merchants in need of fine wares. The same firm is also exhibiting many novelties in French china dinnerware for spring delivery. Some excellent things in plain and engraved Bohemian table glassware, either from stock or on import, are likewise offered.

Many fresh decorative conceptions adorn the new Limoges china dinnerware now arriving at the Ceramic Importing Co.'s quarters. Conspicuous among them is an old favorite that promises to repeat its triumphs of many years ago. This is the conventionalized floral pattern best known as the "ragged sailor." Executed in blue enamel, with which is delicately intermingled strands of brown, this design is imparted to the ware in various styles. It is employed as an all-over pattern in one instance, then as a sprig, again a spray, and also for border decorative purposes. In each treatment it shows to fine advantage. The same concern has just received some hand-painted figure, floral, fruit and animal subjects on plaques. A wide variety of designs also characterizes the white and gold effects.

Three new lamps from Gill & Co. have just augmented the display at 25 West Broadway. Two of them are executed in solid green, and the other has a pink body with floral embellishment. The green specimens are similarly shaped, but one is entirely devoid of ornamentation, while the other exploits an etched conventionalized floral and ribbon design. Shades, with fringe attached, accompany these lamps. The third of the newly-arrived trio has hand-painted red and white chrysanthemums on the pink groundwork as its decoration. It is large and full in contour, and presents a rich appearance.

W. P. Graham & Co. are entirely refitting their showroom at 38 Murray street. New fixtures of black oak are being installed, and a partition about to be erected will divide the loft into two rooms. Improvements in the lighting of the establishment are also contemplated.

It is a rather remarkable variety of metal goods that Andrew H. Hoag & Co. show at 46 West Broadway. There are in the group gas and electric portables, photo frames and mirrors, electroliers, pitchers, vases, clocks, candelabra and metal lamps. Another section of their roomy quarters is occupied by an exhibit of bent glass shades and decorated lamps, which also possess the same virtue of originality in design that characterizes the metal samples. A large proportion of these goods represents the capabilities of the Goodwin & Kintz Co., of which Hoag & Co. are the selling agents in this market.

The members of the Flint and Lime Glass Association met at the warerooms of the United States Glass Co. on Monday and transacted the usual routine business.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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NEW YORK, NOV. 22, 1906.

OUTLOOK FOR THE WEISS PLAN.

IT looks at this time as if the plan of W. F. Weiss to effect a combination of the American potteries would again fail of fulfilment. The concerns to whom he has submitted his proposition have invariably exhibited so little sympathy with the scheme that Mr. Weiss has found it necessary to prod them with third and sometimes fourth letters on the subject. As in the three former efforts to bring about the desired consolidation, the promoter probably intends to do most of his missionary work when the manufacturers meet in Washington next month. The persistency of Mr. Weiss, who appears to be undaunted by previous failures, is worthy of a better cause. But more praiseworthy still is the firm determination of the manufacturers not to be inveigled into a proposition that can insure benefit for no one save Mr. Weiss.

The proposed combination does not assume the proportions of the project conceived by either John R. Dos Passos or Newton Jackson. It is intended to represent no merging of financial interests under one great head or "trust," but, instead, is planned solely to have domestic pottery hereafter produced on an allotment basis and also at uniform prices. In the latter particular the scheme would, if practicable, prove of inestimable benefit to the industry in this country. But is it practicable? That's the first, last and only question; and from our knowledge of former experiences along the same line we have no hesitancy in declaring that it is not. The trade is pretty familiar with former endeavors to bolster up and maintain selling prices on an equable level. The most recent of the kind, devised in Washington in December, 1903, would seem to offer particularly impressive proof of its utter impracticability. It wasn't long after the perfection of that agreement before someone, hearing that his neighbor was quietly cutting below the price standard established, decided to do likewise. It was a matter only of a couple of months before others had followed suit, and long before the year had expired a quiet but vigorous war on prices was virtually in progress.

This year no selling agreement exists, but there is much more stability to prices than when one did prevail. It isn't so difficult to locate the reason. The manufacturers under prevailing conditions price their goods at a figure which they consider most likely will net them orders and profits. They are reasonably familiar with the quotations by their competitors, and govern themselves accordingly. But when operating under a selling agreement they are naturally suspicious, to begin with. The mere hint that another party to the agreement has proven unfaithful excites not only their displeasure, but likewise their spirit of vindictiveness. What is the consequence? They conclude, partly as a matter of protection and partly in a retaliatory mood, to do a little quiet cutting themselves. Other manufacturers become acquainted with the matter through their salesmen or merchants, and before long all hands are slashing right and left. It required a long time for the industry to recover from that dreadful experience of 1904, following the puncturing of the 1903 selling-price bubble, and there is no particular desire to pass through a similar one.

Mr. Weiss's other purpose in the formation of a combination seems to be equally undesirable. The firms enjoying the more extensive patronage certainly are not likely to find any particular advantage in giving away a portion of their business to smaller and less successful competitors. That, in substance, would be the effect of his allotment idea. Therefore, we are unable to find in Mr. Weiss's plan any likelihood of benefit except that which would be enjoyed by himself as supervisor of the consolidation at a good salary.

PERSONAL.

WHILE soliciting orders for bottles in Boston four years ago, C. L Flaccus, head of the glass concern of that name, was induced to buy five hundred shares of stock in a safety razor concern for $250. Business friends of Mr. Flaccus were promoting the razor enterprise, and he bought the stock principally to relieve their temporary financial embarrassment and with little idea that it would ever amount to anything. Not long ago Mr. Flaccus was offered $20,000 for the stock. Convinced that it must have acquired even greater value, he went to Boston with his attorney, and after negotiations lasting two days disposed of his holdings for exactly $62,500.

Six more members were elected at last Monday's meeting of the board of directors of the Pottery, Glass and Brass Salesmen's Association, as follows: Albert E. Green, with Manning, Bowman & Co.; Herman H. Balk, buyer for L B. King & Co., Detroit, Mich.; Jos. Bieber, with A. Leipzig, willowware, this city; Adolph J. Schinagl, assistant buyer for Simpson, Crawford Co; Wm. H. Parker, with Wood & Yeakel; Arthur A. K. Snow, with Manning, Bowman & Co.

An office-caller several days ago was W. F. Ellisson, who had returned only the day before from a four months' trip to the Pacific Coast. Mr Ellisson's invasion of California and sister States was undertaken with the idea of more widely exploiting in that section of the country the virtues of the Iroquois China Co.'s line. On his homeward trip he booked some business in the Middle West for the Cook Pottery Co., from the selling staff of which concern he resigns next week after a pleasant association of eleven years. Beginning January 1, Mr Ellisson is to devote his undivided attention to the marketing of Iroquois china. Other representatives of the company are W. H. Arden in the East, H. H. Graham in the South, and Mr. Groesbeck in the Middle West.

⚜

Edw. W. Hammond has closed negotiations with Mandel Bros., Chicago, whereby he becomes assistant to Mr. Gill in the management of their china department, and has already assumed his new duties. Mr. Hammond's last connection with the trade was in the capacity of buyer for the Adams Dry Goods Co., this city.

⚜

A. G. Stollenwerck has engaged with the Geo. H. Bowman Co. for the New York office, and takes his position on the first of January. Mr. Stollenwerck needs no introduction to the trade. His many years of service and his genial personality are known throughout the country. He will be made welcome as a resident of this city.

⚜

Fred Seegers, representing the Edwin M. Knowles China Co., is in New York this week finishing up his year's business. During the first week in December he goes to the factory in East Liverpool to prepare his samples for the spring campaign.

⚜

W. E. Nickerson, with the Monongah Glass Co., was in New York on Wednesday while returning from the factory in Monongah, Pa. to Boston.

⚜

A. P. Doctor, manager of the Central Glass Co.'s New York office, returned several days ago from a hunting expedition in Pennsylvania. He was accompanied by a Brooklyn friend. The couple came back with game-bags well filled with woodcock, rabbits, partridge, etc.

⚜

William Vanderbilt Higgins has signed for 1907 with the Buffalo Pottery Co. and will travel with their underglaze patterns.

⚜

W. T. Newell, who has been abroad buying china for the Strobel & Wilken Co., arrived home last week. He found business good in all the European factories and good feeling prevailing everywhere.

⚜

L. W. Kimball, manager of the Wayne Cut Glass Co., has returned to the factory after a brief stay in New York.

C. E. Wheelock, Peoria, Ill, who has been in Europe for some weeks buying goods, is due to arrive in New York on or about November 25th and will be at the Hotel Astor for a few days. J. H. Roth accompanies him.

⚜

Thos. Downs, with Robert Slimmon & Co., returned last Saturday from an expedition through New England and the Middle West that extended over a period of four months.

⚜

H. H. Fink, with Chas Ahrenfeldt & Son, was a caller in Boston and Providence last week, returning home on Monday. He found business conditions in both cities to be entirely satisfactory,

⚜

Harry L Seixas is home from an extended ramble through the Eastern and Western markets with samples of Edw. Boote's English lines

⚜

Louis F. Meyer, buyer for Scruggs, Vandervoort & Barney Dry Goods Co., St. Louis, arrived in New York on Monday for a week's stay, He is in search of high grade fancy goods, bronzes, marble statuary, etc.

⚜

John H. Ling left on Tuesday for a visit to the plant of the Wayne Cut Glass Co., Honesdale, Pa., which he represents in this market, Jas M. Stewart, who is associated with Mr. Ling, returned a few days ago from a call at the Henry Nicolai cut glass factory in Hammonton, N. J.

⚜

Francois H. Chambaud and H. C Bedlington, with Myott, Son & Co., Toronto, Can, were among our office callers this week. Mr. Chambaud returned from a buying trip to Europe on the Savoie Saturday and Mr. Bedlington came down from Canada to meet him. They are registered at the Manhattan, and will be there until Saturday.

⚜

J. Oertel, Jr., of Haida, Austria, who has been making a trip through the States, arrived in New York on Monday. It was his first visit to the West, although he spent a few days in New York twelve years ago. He was very favorably impressed with the country, especially as he takes back a lot of orders.

⚜

B. F. Pritchard has been in town for several days renewing old acquaintances. Mr. Pritchard, who has not been very active in the trade since the shutdown a few months ago of the Steimer Glass Co., of which he was the general manager, has not fully arranged his plans for next year. A couple of good propositions are occupying his attention.

⚜

W. E. Church has resigned from the sellIng staff at Bawo & Dotter's, after a service of five years, to become a salesman for Tiffany & Co. Mr. Church assumed his new duties on Wednesday.

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Thompson House, East Liverpool	33

JOTTINGS IN CHICAGO.

TRADE in Chicago is very brisk—the jobbers doing a particularly heavy business. Will Ford, with Burley & Tyrrell, says: "We are working night and day to get our orders out" Department store buyers also report great activity.

Charles Gosser, of the Pope-Gosser China Co., registered at the Palmer House for a few days last week.

Colonel "Carload" Aymat states that it is just as easy to sell a carload as it is to sell a barrel.

James Blaney, popularly known as the "Peach blow" glass salesman, is now working the chemical trade in the West.

Geo. F. Mackey and Oscar Kopel were registered at the Palmer House last week.

It is reported that Uncle Joe Harris, who is missed from the Palmer House, is driving the flies away from his sand hills. It is too bad Uncle Joe can't arrange to have all the railroads pass his sand pile, so that he could have a monopoly of the business.

Will Todd, at Rothchild's, is cleaning up the largest business he has ever had.

GLASSWARE ADVANCE IS ORDERED.

OFFICIAL notification of the proposed advance in prices on domestic glassware was received by New York selling agents on Wednesday. The increase becomes effective on January 1. Following is a copy of one of the telegrams received here:

"All orders for glassware after November 20 and shipped later than December 31 will be filled at an advance of ten per cent over present prices, to be added to the foot of invoices"

SALESMEN'S ASSOCIATION NOMINATIONS.

A SPECIAL meeting of the Pottery, Glass and Brass Salesmen's Association was held on Monday last in the rooms of the Crockery Board of Trade for the purpose of nominating officers and directors for 1907. After calling the meeting together President C. H. Taylor announced that nominations were in order for the office of president. Secretary O'Gorman placed Mr. Taylor's name before the meeting in the following manner:

"Mr. President: I am sure you have found most pleasing the distinction of having been the president of this organization during the most successful year in its history. You are personally responsible in a large measure for its growth and prosperity. The fiscal year is not yet rounded out, but we have admitted to membership 111 applicants. There is $4,000 in the treasury—something like $1,800 being in the new reserve fund established by your immediate predecessor, Mr. Endemann. No former presiding officer has deserved more justly than yourself a second term as a reward of merit You have given close attention to the duties of office and been a constant worker for the good of the organization. Your enthusiasm has never been exceeded by any former president—and they have all been enthusiasts. Your personal sacrifices have been as many and fully as gracious as any ever made by predecessors. You have stated to the board of directors that for reasons which to yourself seemed sufficient you would positively not be a candidate for re-election; but in the hope that this meeting may prevail upon you to reconsider that determination I desire to present your name, confident that the nomination will be cheerfully seconded by all present."

Mr. Taylor stated that he had weighed the matter carefully, and the conclusion that he had arrived at was final. While he appreciated the confidence expressed, he thought that the interests of the organization would be subserved best by the nomination of another.

Mr. O'Gormann then nominated W. S. Pitcairn, to whom he made a most flattering allusion. "He has been president of the Crockery Board of Trade," said Mr. O'Gorman, "and he brings that distinction for the first time to the chair of the Salesmen's Association."

R. H. Yarwood followed with the nomination of H. P. Muirheid, who, he said, had once before served the association faithfully in the capacity of president.

The other nominations were as follows: For vice-president, J Duncan Dithridge, R E L Wells; for treasurer, Harry S Mirrielees; for secretary, J F O'Gorman. For directors: C H Taylor, Henry Endemann, John Nixon, Geo S Lemcke, E F Anderson, R H Yarwood, H L Siexas, John H Ling, H B Hollis, George Hamilton, Harry S Clarke, Lindsley Haviland, Arthur Veel Rose, Arthur S Higgins, Geo H Mackey, John Bieswanger.

BOTH COLUMBUS FIRMS NOW BANKRUPT.

ON the heels of the receivership proceedings against the Columbus Pottery Co. comes the information that a similar petition has been filed against the Bell Pottery Co., also of Columbus, O. The petitioners in the latter case are J. M. Hart, Eagle White Lead Co. and Harris Clay Co., whose claims aggregate about $1,200.

The petitioners against the Columbus Pottery Co. are Geo. Knowles & Sons, Golding & Sons Co., and the Croxall Chemical and Supply Co. Thier claims total over $2,300. Owen Harbage has been appointed receiver for this company.

PROPOSED PLAN OF IMPORTERS.

IT is reported that certain interests identified with the importing business of this city are preparing to form an association which will make a feature of protecting the rights of importers at the Custom House. All previous attempts to organize such an association have failed owing to mutual jealousies and lack of financial co-operation. It is said that the proposed organization will be charged with the investigation of complaints against the customs officers, and will supply the authorities with data bearing on the foreign market prices of goods and other details which have a bearing on the importation of merchandise.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending November 20, 1906.

ANTWERP

19 packages earthenware.....Strobel & Wilken Co
9 " " .....Miscellaneous Orders
6 " toys.....Samstag & Hilder Bros
8 " " .....B Illfelder
40 " " .....Strobel & Wilken Co
40 " " .....Miscellaneous Orders

HAMBURG

19 packages glassware .....Fensterer & Ruhe
12 " " .....Chas Ahrenfeldt & Son
13 " " .....F Bing & Co
19 " " .....G F Bassett & Co
144 " " .....Eimer & Amend
13 " " .....Kmy-Scheerer Co
37 " " .....L Straus & Sons
2 " " .....L D Bloch & Co
153 " " .....Geo Borgfeldt & Co
50 " " .....L Heuman & Sons
110 " " .....Strobel & Wilken Co
257 " " .....Miscellaneous Orders
35 " chinaware.....L Heuman & Sons
1 " earthenware.....L Straus & Sons
2 " " .....Chas Ahrenfeldt & Son
5 " " .....F Bing & Co
57 " " .....L D Bloch & Co
67 " " .....Bawo & Dotter
50 " " .....G F Bassett & Co
16 " " .....Koscherak Bros
2 " " .....C L Dwenger
41 " " .....Eimer & Amend
35 " " .....Karl Hutter
1 " " .....Fenesterer & Ruhe
39 " " .....B Illfelder & Co
1 " " .....Kmy-Scheerer Co
21 " " .....Julius Palme
14 " " .....Koscherak Bros
411 " " .....Samstag & Hilder Bros
206 " " .....Strobel & Wilken Co
31 " " .....F W Woolworth
224 " " .....Miscellaneous Orders
1 " toys.....R H Macy & Co
213 " " .....Geo Borgfeldt & Co
2 " " .....Bawo & Dotter
20 " " .....Hamburger & Co
166 " " .....B Illfelder & Co
2 " " .....J Palme
83 " " .....Samstag & Hilder Bros
281 " " .....Strobel & Wilken Co
134 " " .....Miscellaneous Orders

SOUTHAMPTON

39 packages chinaware.....Paroutaud & Watson
6 " " .....Bawo & Dotter
6 " " .....L D Bloch & Co
30 " .....Blakeman & Henderson
5 " " .....F W Jenkins & Co
12 " " .....L Straus & Sons
24 " .....Wm Guerin & Co

HAVRE

200 packages chinaware.....Haviland & Co
74 " " .....F P Abbot
24 " " .....Endemann & Churchill
3 " " .....Hamburger & Co
9 " " .....Bawo & Dotter
26 " " .....Vogt & Dose
6 " " .....Miscellaneous Orders

ROTTERDAM

88 packages glassware.....Geo Borgfeldt & Co
40 " .....L Heuman & Sons
5 " .....Miscellaneous Orders
18 " earthenware.....Strobel & Wilken Co
35 " " .....L D Bloch & Co
28 " " .....L Straus & Sons
52 " " .....Miscellaneous Orders
11 " toys.....Strobel & Wilken Co

HULL

45 packages chinaware.....F P Abbot

BREMEN

14 packages glassware.....L Straus & Sons
6 " " .....A Steinhardt & Bro
96 " " .....Strobel & Wilken Co
144 " " .....Miscellaneous Orders
35 " chinaware.....L Heuman & Sons
611 " earthenware .....Geo Borgfeldt & Co
8 " " .....Knauth, Nachod & Kuhne
2 " " .....L Straus & Sons
66 " " .....F W Woolworth
2 " " .....Hamburger & Co
276 " " .....Strobel & Wilken Co
41 " " .....Miscellaneous Orders
59 " toys.....Hamburger & Co
96 " " .....F W Woolworth
37 " " .....Geo Borgfeldt & Co
476 " " .....Strobel & Wilken Co
200 " .....Miscellaneous Orders

LIMOGES

120 packages chinaware.....W L Briggs

LIVERPOOL

84 packages earthenware.....L Straus & Sons
6 " " .....Bawo & Dotter
2 " " .....The Rowland & Marsellus Co
39 " " .....Geo Borgfeldt & Co
85 " " .....E Boote
21 " " .....J Davison
28 " " .....Meakin & Ridgway
29 " " .....Maddock & Miller
22 " " .....W S Pitcairn
84 " " .....R Slimmon & Co
16 " " .....Higgins & Seiter
11 " " .....G F Bassett & Co
10 " " .....J S Robertson
25 " " .....L Heuman & Sons
18 " " .....Strobel & Wilken Co
33 " " .....Miscellaneous Orders
2 " glassware.....J Davison
1 " " .....Meakin & Ridgway
12 " " .....Strobel & Wilken Co
9 " " .....Miscellaneous Orders
26 " chinaware.....F P Abbot
27 " " .....C Ahrenfeldt & Son
26 " " .....Endemann & Churchill
127 " " .....Haviland & Co
16 " " .....Strobel & Wilken Co
29 " toy.....

IMPORTS AT PORT OF BOSTON.

HULL

3 packages earthenware.....B D Webber

COPENHAGEN

15 packages earthenware.....Geo Borgfeldt & Co

LIVERPOOL

69 packages earthenware.....Miscellaneous Orders
68 " " .....Richard Briggs Co
18 " " .....Mitchell, Woodbury Co
3 " " .....Reichner Bros

ANTWERP

2 packages earthenware.....Jones, McDuffee & Stratton Co
94 " .....Geo Borgfeldt & Co
5 " " .....Miscellaneous Orders

LONDON

2 packages earthenware.....American Express Co

HAMBURG

109 packages earthenware.....Jones, McDuffee & Stratton Co
69 " " .....R F Downing & Co
3 " " .....Patterson Wylde & Co
25 " " .....C J Pierce & Co
4 " " .....Hamburger & Co
6 " " .....W N Proctor & Co
7 " .....G T Lawrence
16 " " .....Bawo & Dotter
13 " " .....Stone & Downer
6 " " .....Houghton & Dutton
158 " .....Geo Borgfeldt & Co
1 " " .....Bigelow, Kennard & Co
99 " " .....Boston and Maine Railroad
1 " " .....American Express Co
22 " " .....B D Webber
47 " " .....L Wolf & Co
136 " " .....First National Bank
21 " " .....Jordan Marsh Co
3 " " .....Feeguson Mfg Co
29 " " .....Miscellaneous Orders

MANCHESTER

129 packages earthenware.....Downing's American Despatch

Among the Potteries



East Liverpool and Vicinity.

The manufacturing potters of this district who are members of the United States Potters' Association are preparing to go to Washington Deeember 3 to attend the annual meeting of the Association. A special Pullman car has been engaged, and the remaining berths will be filled when the car reaches Pittsburgh by friends of the Association and manufacturers from the Ft. Wayne district.

* *

The climax in the difficulties of the East Liverpool potteries due to the shortage of gas came on Monday of this week, when every concern in the city was notified by the gas company that no more fuel for kiln-firing purposes would be furnished. Whether or not this order is to be permanent is undetermined, although there is a hope that it may be only temporary, as the gas company has made repeated promises during the past few weeks that a sufficient supply for all purposes is in sight and would soon be available. When the difficulties first began, many of the potters saw the beginning of the end, and commenced installing coal as fast as possible. Others, hoping that this would leave sufficient gas in the mains for those who did not make the change, have continued its use in their kilns and are the ones who will suffer most severely by the gas company's present action. No one pottery, however, is fully equipped for coal, and every one will lose enormously. The shut-down could not have occurred at a worse time, as practically every concern in this city is rushed to the limit with holiday business.

* *

The first ware turned out of the great new pottery at Newell was made last week, the honor of making the first piece, a seven-inch plate, going to Samuel Jackson. Only a very few men are employed at present, and what work is being done is preparatory and experimental. The plant will not appear as an active factor in the business untll next May or June. What is believed to be the largest gas main ever laid in a pottery is being connected in the kiln-sheds here. A 10-inch main is being laid the length of both the glost and bisque departments, and a connection will be made to each kiln. The largest main in any other plant is said to be only six inches. The gas will come from the West Virginia fields.

* *

After serving for forty-five years as a potter, James Massey resigned his position with the Sevres China Co., where he was employed as a jiggerman, a week ago Tuesday, the sixty-first anniversary of his birthday. Mr. Massey came to East Liverpool twenty-six years ago from Burslem, England, and has been employed here ever since. A number of Mr. Massey's fellow-workmen presented him with a handsome pipe and other tokens of their esteem on the occasion of his retirement.

* *

The United States Potters' Association at its meeting in Washington, December 3, will endorse the plan of Congressman Burton to have a rivers and harbors bill augmented so as to permit the completion of the canalization of the Ohio River from Pittsburg to Cairo.

Trenton.

While the manufacturers are devoting most of their attention at present to the shipment of goods in response to orders now on file, they have not entirely ignored their plans for 1907. Several new shapes are in prospect, together with possibly the largest and most artistic series of decorations that have ever issued from local factories. In the latter regard, especially, the new year promises to bring Trenton even more conspicuously into ceramic prominence. The art directors are not relying so largely on "decal" patterns as a year ago, and seem to be inclined more towards a resurrection of the filled-in effects. It is reasonably certain that the 1907 offerings will possess far greater decorative individuality than during this and the past few seasons—a fact which all admirers of the higher standard of ceramics will undoubtedly appreciate.

* *

Public sentiment has influenced John A. Campbell, general manager of the Trenton Potteries Co., to withdraw his decision to retire from the presidency of the local branch of the Young Men's Christian Association. Mr. Campbell's announcement some weeks ago of his determination to retire was immediately

followed by a wave of protest that culminated in the presentation of a petition signed by five hundred of the most prominent business and professional men in the city. The petition urged him to reconsider his decision, and after mature deliberation Mr. Campbell concluded to continue his service as president.

* *

Preliminary arrangements for the formation of a local branch of the Travelers' Protective Association were made at a conference here last Friday night between the national officers of that body and a number of representative business men of the city. Several applications for membership were received.

* *

Plans are on foot looking towards the revival of a local board of trade and the inauguration of a movement tending to advance the commercial and industrial progress of the city. A meeting of citizens interested in the matter takes place in a few days.

* *

Miss Helen F. Barnes, national extension secretary of the Young Women's Christian Association, is in town for the purpose of forming extension clubs among the young women employed in various local factories. There are five such clubs here now, and all are affiliated with potteries. The first of them was started at the Etruria plant of the Cook Pottery Co. and later another was formed in the Prospect Hill branch of the same concern. The other clubs are identified with the Anchor, Mercer and Greenwood establishments.

Wellsville, O.

A serious fire in the Wellsville China company plant, several days ago, was averted only by Night-watchman H. A. Murray turning on the sprinkling system when he discovered the roof of the kiln-shed afire. The gas had been quite low during the day, and in the evening it was left turned on. During the night the force increased. The ware in one kiln was destroyed, entailing a loss of $200, and the kiln became so hot that the roof of the shed was ignited.

* *

The Smith-McNicol pottery at Wellsville has determined to make itself independent of the regular gas supply and at the same time avoid the use of coal if possible by getting its own gas, and last week began drilling a well on the pottery grounds. There are a number of gas-producing wells in the neighborhood.

Wheeling.

The Wheeling Potteries Co. have on exhibition in their sample rooms a magnificent assortment of their various lines of toilet and table wares. The new "Sorella" set, which is to be their leader the coming year in dinner sets, is original in shape, and the delicate floral decorations are unique. The new toilet set, the "Baltic" is also especially handsome in shape and decoration. With its men off the road for weeks, the company will have difficulty in taking care of its holiday orders.

* *

The Warwick China Co. are so busily engaged with the holiday and regular trade that they have postponed the preparation of their new lines until later. They, however, expect to put out some very attractive shapes and designs.

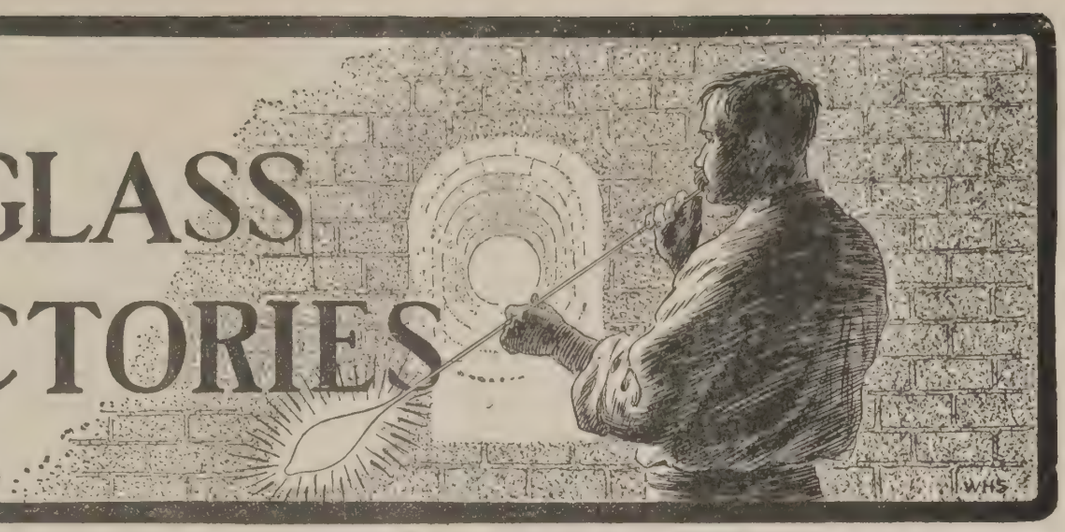
IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

R L Hudson, with E S Brown Co, hf, Fall River, Mass. St Denis
E A Frear, of W H Frear & Co, c, Troy, N Y. Imperial.
W F Newberry, with F M Kirby & Co, c, Wilkes-Barre, Pa. Imperial.
S Y Pierce, with Henry Siegel Co, c, Boston. Imperial.
F L Sturtevant, with Forbes & Wallace, c, Springfield, Mass. Herald Square
N H Gardinier, with Jordan Marsh Co, c, Boston. Prince George.
E P Allan, c, Newport, R I.
S Shapiro, of Shapiro Bros, c, Boston. St Denis.
W E Kilburn, with Scruggs, Vandervoort & Barney Co, c, St Louis, Mo Hoffman.
Miss K Sullivan, with E W Edwards & Son, s, Syracuse, N Y. Victoria.
Louis F Meyer, with Scruggs, Vandervoort & Barney Co, c, St Louis. Endicott.
H J Knatz, with Gimbel Bros, c, Milwaukee.
D Mendleson, c, Mayfield, Pa.
Mr Judd, c, Danbury, Pa.
Mr Rudderhain, and A E Ellis, with Almy, Bigelow & Washburn, hf, Beverly and Salem, Mass.
A P Spengler, with Bush & Bull, c, Easton, Pa. Grand.
S J Nealis, with Gamble-Desmond Co, hf, New Haven, Conn. Grand
J Gigel, with W F Gable & Co, hf, Altoona, Pa
S S Kann, of Kann Bros Silver Co, s, Baltimore. Herald Square.
A T Rathbun, with John A Roberts & Co, hf, Utica, N Y.
Bates Bros, c, Canandaigua, N Y.
W R Hard, c, Manchester, Vt.
W L Butterwick, c, Freeland, Pa
S G Seager, with The Syndicate Stores, c, Hazelton, Pa.
J Hostetter & Son, c, Greencastle, Pa.
Otto Bros, c, Marietta, O.
T & J Bradfield, c, Barnesville, O.
Regnier & Shoup Crockery Co, c, St Joe. Mo.
Lansing Bros, c, Albany.
Foley Grocery Co, c, Fair Haven, Conn.
Chas Pearson & Co, c, Indianapolis.
E B Taylor Co, c, Richmond, Va
Mr Recon, with Hotel & Household Supply Co, c, Scranton.
Geo Toomey, with Baldwin & Co, c, Halifax.
The Cohen Co, c, Richmond, Va.
J W Martin, of Martin & Co, c, Norfolk, Va.
E E Miles, c, Rome, N Y.
John Peschko, c, East Stroudsburg, Pa.
The Gilchrist Co, c, Boston.
Gust Rietzen, c, Ashland, Pa.
E F Brooks, c, Palmer, Mass
D Tuxbury & Sons, c, Windsor, Vt.
St Louis Glass Co, c, St Louis.
Samuel Chesbro, c, Willimantic, Conn.
W J C Dulany Co, c, Baltimore.
Clark & Tone, c, Middletown, Conn.
Anderson & Fulton, c, Little Falls, N Y.
Riegel & Cartwright, c, Bethlehem, Pa.

THE GLASS FACTORIES



Pittsburgh and Vicinity.

"There will be an increase, and a substantial one, in the prices of glassware at the beginning of the coming year." This statement was made by one of the best known members of the Glass Association after he had attended one of the three or four informal meetings of the association in Pittsburgh last week at which the question of an advance was the principal topic of discussion. It has not yet been determined how great the advance will be, nor how it will be effected; whether by concerted or individual action, and what particular branches of ware will be most affected. "Only a few concerns oppose the increase," he said, "and they are manufacturers of a grade of ware that they fear can not sell at the advance A differential for their product is suggested, and may be granted. However, even if there is no general agreement to advance prices, each manufacturer has special lines in which there is no competition on which he may make the raise on his own acconnt. I look to see increases in those lines especially dependent on boy labor, of which there is a growing scarcity Wages are increasing, materials are advancing in cost, and even down to the packages in which goods are shipped the cost of production is growing. Better prices are imperative." An advance of ten per cent. has already been decided upon by some.

One of the most attractive exhibits ever shown in the National Glass Co 's Pittsburgh sample room is the line of the Ohio Cut Glass Co , Bowling Green, O., opened the past week. Among the pieces is a magnificent punch bowl, while there are a number of splendid things in vases, pitchers, and other shapes. Manager S C. Elkins is arranging for the installment of a large number of new lines from the various companies utilizing the sample room.

The superior court on Monday handed down a decision favorable to the Greater Pittsburgh act, which provides for the consolidation of Pittsburgh and Allegheny City into one city. Estimated upon the census of 1900, the consolidation will make the greater city sixth or seventh in population in the United States, with about 600,000 inhabitants. Contiguous towns and boroughs which have been awaiting the decision before formally applying for annexation will increase the population of Pittsburgh to nearly 1,000,000.

Mt. Vernon, O.

The Essex Glass Co , this city, has been incorporated with a capital stock of $15,000. The incorporators are Henry C. Taylor, Samuel G. Osborn, C. C. Williams, Simeon Nash and S. H. Morrison, all of Columbus. The company is authorized to manufacture all kinds of glass.

East Brady, Pa.

Several capitalists, headed by Wm. Butler, of Indianapolis, and Geo. W. Blair, of Pittsburgh, have purchased the old glass factory here and propose to operate it for the manufacture of tumblers and lamp chimneys. The factory was originally occupied by the Barnard-Maher Plate Glass Co , but the promoters were short on business qualifications, and the concern's life was brief and inglorious.

Evansville, Ind.

A decorating lehr is being installed at the plant of the American Lamp Glass Co , which proposes to hereafter produce all kinds of decorated glassware.

Wheeling and Vicinity.

Discovery has been made of a new manganese mine in one of the down-the-river counties. It is located one mile from a railroad and within three-fourths of a mile of the river. The exact location of the mine or the owner's name will not be divulged at present, for the reason that there is a deal on foot for the purchase of the property by some Eastern capitalists. The discovery was made by the owner of the land, who is well versed in chemistry and who had been making experiments with man-

ganese for some time. The land consists of fifty acres, and the precious mineral is found at a depth of 160 feet from the surface.

The Northwood Glass Co. will have two new lines of novelties ready the first of January, including lemonade sets and other pieces This company is the only one in Wheeling which has experienced serious trouble with gas shortage, and is now preparing to install coal.

BUSINESS BRIEFS.

A recent fire at Indianola, Miss., destroyed the toy store of J. Beltz.

Creditors have filed a petition in bankruptcy against the Buffalo, N. Y., Lighting Co.

The H. S. Barney Co.'s department store, Schenectady, N. Y., was slightly damaged by a fire last Thursday.

It has been decided by the Wolfe China Co., Parkersburg, W. Va , to abandon its retail department. With that purpose in view the entire stock is now being disposed of at a sacrifice.

Daily organ and piano recitals are among the attractions of Wanamaker's new store in this city. The first was given on Tuesday and proved a great success The recitals are conducted in the large concert hall connected with the store.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

COMMISSION agents in various sections of the West, Pennsylvania and New York wanted for the purpose of carrying line of domestic toilet and dinner ware and white goods. First-class line, and only first-class agents need apply Address Box 428, this office.

YOUNG import china and glassware salesman wanted. High-stepper only. Address Box 427, this office.

FIRST-CLASS man, worth a first-class salary and capable of proving it, wanted to travel the States of Ohio, Indiana and Michigan. Also a man for a part of the Southern territory. GEO. F. BASSETT & Co.

A SALESMAN who can sell goods wanted by a first-class American pottery to handle regular crockery and department store trade Will pay a good salary to the right man. Address, with particulars, H. L , this office.

WANTED—A traveling salesman, experienced in French china for import Must have large acquaintance among buyers East and West. Liberal contract for right party. Address, with full particulars, Box 431, this office.

WANTED—A thoroughly experienced hotel man for china and glass. Must have good knowledge of the New York trade Apply JOHN WANAMAKER, China Department, Ninth St. and Broadway, New York.

SITUATIONS WANTED.

WANTED—A traveling position for Pacific Coast in some special line by party well acquainted with Coast. Address Box 429, this office

BUYER—A 1 crockery and glass buyer, fully conversant with kindred lines, metropolitan experience, desires position with first-class house, in or out of town Highest references. Address Box 433, this office.

WANTED—By a salesman well acquainted with china, glass, lamp and metal goods buyers, East and West, a position Domestic manufacturer preferred Nine years' experience. Address Box 432, this office

AMERICAN POTTERY OR FRENCH CHINA.—First-class salesman capable of selling and handling largest and best trade, now in touch with all the leading buyers in the East and West, desires to make a change January 1st. Only largest and best potteries will be considered. First-class lines of dinner ware stock patterns indispensable Am now selling at the rate of 150,000 a year and can increase it with a fine line A rare chance for the right concern to land on the right man. Address STOCK PATTERNS, this office.

BUSINESS OPPORTUNITIES.

WANTED—Agencies for cut glass, German china, fancy pottery and toys for Southern territory, with Memphis, Tenn., as a centre Address Box 426, this office.

ESTABLISHED agent, office in china and glass district, wishes to represent manufacturer of china, glass or fancy metal goods for New York city and vicinity; also do some traveling. Have been amongst the trade for fifteen years and can guarantee good results Address Box 437, this office.

FOR SALE.

FOR SALE—Glass works (12-pot furnace and day tank) now in successful operation. Well located for manufacturing and shipping. Owners are building larger plant in order to meet demands of increased trade. For further particulars address OWNERS, this office.

FRY CUT GLASS
QUALITY TESTED



Those who have tested the quality of Fry Glass buy it again.

Highest Honors at Lewis & Clark Exposition.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects. This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glasa.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St.
Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 271 Stevenson St
St. Louis, 617 Granite Building, 4th and Market Sts.

H. M. Brackenridge, Pres't. **L. R. Hartley, Sec'y.** **J. D. Wilson, Treas**

TARENTUM GLASS CO.,

TARENTUM PA.

Manufacturers of **PRESSED GLASSWARE.**

New York Office, 24 Park Place. D. R. Marshall.

Western Representative, S. O. Hamilton.



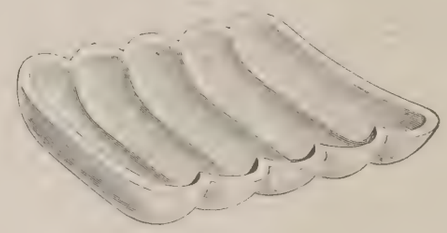


CATALOGUES ON APPLICATION.

Soap Slabs.

Salts and Peppers.

Opal Novelties.



Gillinder & Sons, Inc.

135 Oxford St., Philadelphia.

HAVING added to our force of operatives last January so as to accumulate more stock for fall business, we are now in position to make prompt shipments of Specialties, Dinner and Toilet Ware, in either decorated or white.

Two hundred and sixty-four specialties, five shapes of dinner, and five shapes of toilet ware.

WARWICK CHINA CO.,
Wheeling, W. Va.

New York Salesroom,
66 West Broadway.

Pouyat China

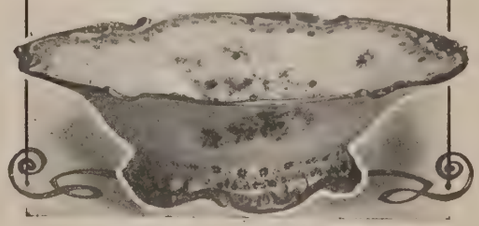


There is a Personality

in POUYAT CHINA that is self-assertive. It is an individual personality of form and decoration artistically combined to produce permanent pleasure.

That is the subtle reason why POUYAT CHINA commands instant attention. It tells its own story of superior excellence at first glance.

PAROUTAUD & WATSON
Representing J. Pouyat
37 Murray Street. New York



Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.



China Jobbing Lines— Spring Delivery. Import Samples Now Ready.

THE displays of past years are quadrupled in this year's B. & D. showing of German, Austrian and French fancy lines and dinner ware for "Spring Import."

Large buyers will inspect this notable display as soon as possible, realizing that early deliveries are contingent upon early orders.

BAWO & DOTTER

26 to 34 Barclay St., New York.

CROCKERY AND GLASS JOURNAL

NEW YORK, NOV. 29, 1906.

THE CONDITION OF BUSINESS.

New York

Thanksgiving Day interrupted á brisk state of business. The houses carrying stock were pretty liberally patronized by out-of-town merchants, and quite a number of local buyers visited the District to place orders for small lots. Several large wholesalers were also in town early in the week to place import orders. Demands by mail and wire likewise contributed to the liveliness of the trade. The arrival of belated shipments from abroad and heavy deliveries from the domestic factories have given the retailers pretty large stocks, but the splendid holiday trade in prospect is likely to greatly deplete them before the new year. But few countermands because of delayed shipments have been heard of. This indicates that the merchants realize the probability of a big season, and they are exercising good judgment in thus protecting themselves, even though the delays may have embarrassed and annoyed them.

Two important developments in the trade during the week have occasioned no end of comment. The first was the long-expected announcement by the domestic glass factories that an increase of ten per cent. in selling prices would prevail after January 1. The advance has really become effective already, for it applies to orders booked after November 20. The raise is likely to work particularly to the disadvantage of dealers in five- and ten-cent goods. A couple of them have declared to the writer that the already close margin of profit would not admit of their marketing the commodity. One, in fact, said he had concluded to give up the handling of glass altogether.

The other concerns the announcement by the Pennsylvania Railroad Co. that after January 1 the inland freight rates on its system for foreign pottery and glass would be the same as now exacted of the domestic manufacturers. Naturally, this decision has provoked the exultation of the American manufacturers and the contrasting chagrin of the houses interested in European wares. Both sides offer substantial arguments why a change in the rates is and is not warranted.

Several road salesmen for French and English firms have returned during the past few days from trips in quest of orders for spring import. Their results are reported to be entirely agreeable, although the disposition of many merchants to wait for the new samples affected the English business to some extent. The arrival of French goods, by the way, has considerably improved during the past couple of weeks, albeit there are still many orders behind time.

The retail stores in New York and Brooklyn are thronged daily, and purchases are reported to be large.

The class of toys on sale this holiday season is one of the most impressive proofs of the plenitude of

money. Many of the most expensive articles for the amusement of the little folk ever offered are being exhibited.

Trenton.

There is no apparent let-up in tbe briskness of business at the potteries here. The receipt of orders has, of course, fallen off to a great extent, but this doesn't worry the manufacturers. In fact, they rather welcome the relief. There are enough demands on file at this writing to guarantee uninterrupted operations during the balance of the year. The decorating departments attached to many of the plants are being kept open for a couple of hours every evening in an effort to gratify the hunger for goods. Already the call for wares in 1907 has opened. Sales have been recorded that call for shipments in both January and February, and it is a noteworthy fact that the goods preferred are largely of the more expensive class.

East Liverpool and Vicinity.

It is bustle and hustle around the potteries now to get everything away in time to suit the needs of the retail trade. Indications are not wanting of a tremendous business early in the season. Negotiations are already pending for some big deals, and it is evident that the potters will have about as much as they can do, and probably at better prices. The question of an advance may be settled at the convention; but whether done collectively or individually, it is bound to come.

Wheeling and Vicinity.

Trade is keeping up in this section, numerous small orders coming in to supplement shipments already made. The season is far enough along to approximate what the result will be. In bulk little or no fault can be found. Prices could have been better; but, even so, it looks as if the year would round up more favorably than for some time past.

Pittsburgh and Vicinity.

No fault can be found with trade conditions here. Every factory is crowded with orders and the shipping departments are almost demoralized by their endeavor to meet the requirements of customers. All orders now received are taken subject to delay, The chances are that the bulk of the goods will be delivered, but there is a possibility that some dealers will have an opportunity to say things.

PROMPT and efficient service is what the business world wants and needs. Prompt service will even excuse a lesser quality of service. More firms have come to grief by lack of service than by lesser quality of service.

SPEAKERS AT THE BANQUET.

SEVERAL excellent speakers have been engaged for the annual banquet of the Pottery, Glass and Brass Salesmen's Association on Thursday evening, December 27, in the small ball room at the Hotel Astor, this city. Among them are Judge Thos. C. O'Sullivan, whose activity in the insurance investigation brought him into considerable prominence; Rev. Dr. S. Parkes Cadman, a Brooklyn pastor, who has for years been conspicuous on the professional lecture platform; Magistrate Whitman and Col. John T Van Cleef, the latter of whom is a Trenton lawyer with a reputation as an after dinner talker. Efforts are being made to secure other equally prominent gentlemen to speak on this occasion.

In addition to the feast of reason thus assured, there will be musical and vocal selections by the Troubadors, who entertained so pleasantly last year An artistic male quartette will be another attraction.

The dinner begins at 7:30 p. m , and the tickets, which can now be procured, cost $5. The committee having the arrangements in hand includes Henry Endemann, chairman; John Nixon, H. S. Mirrielees and Jos F. O'Gorman.

NO SMOKING IN THIS POTTERY.

AMONG the innovations to be established by the new pottery enterprise in Newell, W. Va., is a rule prohibiting smoking in the plant The Western Factories Insurance Association is responsible for this mandate. This non-smoking rule prevails in many English factories, and only a couple of weeks ago two employees of Winkle & Co , and another at the British Anchor Pottery were fined for its violation.

POTTERS READY FOR ANNUAL SESSION.

NEXT Tuesday morning at eleven o'clock the United States Potters' Association convenes at the Hotel Raleigh in Washington; D. C. As in previous years, the convention is to last two days, closing on Wednesday evening with the usual banquet. There seems to be some doubt as to the probable choice for president of the Association. According to the unwritten law of the body, the selection should this year be an Eastern man. Jas. E Norris is favored by the Trenton manufacturers, but he is said to be averse to accepting the office. From the West comes the information that the friends of W. E. Wells, the present incumbent, are anxious to have him re elected, despite his own opposition to a plan of this kind. Handsome souvenirs are being made by the Knowles, Taylor & Knowles Co. for distribution at the convention.

Around the District



THERE was a fair attendance of buyers in the District early in the week, but their stays were usually limited to a day or two. Most of them were here to make stock purchases or pick up some desirable items in sample close outs. The business by mail and telegraph was good right up to Thanksgiving Eve.

An opportunity to secure some highly desirable china and glass lines from stock at particularly tempting prices is offered by Chas. Ahrenfeldt & Son. Their main floor contains a host of marketable items, among which may be enumerated crystal and gold glassware, Teplitz and Vienna vases, Limoges dinner sets and handpainted glassware. These goods must be moved before the holidays, and the quotations, in consequence, are extremely low.

Gold-encrusted chop sets in German china are offered by Bawo & Dotter at prices that are quite as interesting as the ware itself. One of the most tasteful decorations in the collection involves a display of scattered roses that are closely imitative of handpaintings. The chop dishes are 12½ inches in size and the plates are four inches smaller.

In the mail which reached E. Bergman & Son one day recently was a letter from a Western buying acquaintance of L. C. Bergman, junior member of the firm. The letter explained that the writer was anxious to interest himself in a certain scheme, but that he was short of funds. He closed the letter with this pointed request: "Kindly advise me as to the best way to raise the necessary money quickly." Mr. Bergman, who had longed for an opportunity to square accounts with his correspondent because of an unpleasant experience with him some years before, replied in this manner: "Request received for advice regarding the best method of raising money quickly. Use an elevator !"

Carlowitz & Co. keep on opening new things in Japanese and Chinese porcelains, and are making a wonderful showing, not only as regards beauty and quality, but also in the matter of prices. There never was such an aggregation of these wares shown by any house in New York. They are booking orders for next fall's delivery and also from stock for immediate shipment.

A fire, believed to have been the work of an incendiary, destroyed the four-story factory building at 116-118 Wooster street last Friday. The Continental Art Glass and Brass Co was among the sufferers. This is the concern owned by Jacob Hartman and J. B Bruenn, former buyers, and Ralph Hart, road salesman.

In a circular letter issued a few days ago by W H. Dunn & Co., special quotations are made on jardinieres, umbrella stands, pots and pedestals from the A. Radford Pottery Co These prices, however, are adhered to only with regard to orders calling for December shipmeut. The purpose is to have these goods used by merchants for January sales. The body is of porcelain, and the full strength and beauty of the handpainted floral and fruit studies is consequently brought out. The jardiniere selection includes seven, eight, nine and ten-inch sizes. There are four styles of umbrella stands, and the pot and pedestal offering consists of a ten-inch jar and a sixteen-inch pedestal

Fondeville & Van Iderstine are in receipt of many samples of the new lines which they will exhibit after the first of the year. Among them are some plaques in floral decorations which will be a revelation to buyers, together with new Dutch scenes that are remarkable not only for their faithfulness in reproducing characteristics of Holland life, but for the exceptional colorings that have been secured. New things are also shown in Basaltine ware from Beardmore & Co.

W. R. Wearn has taken possession of rooms 21 and 22 in the Crockery Exchange building, where he presents samples from the MeKee Jeannette, Cumberland and Riverside glass factories. The entrance is in room 21 Theo. Frankel, former occupant of the latter, has removed with the Ohio Flint Glass Co. and Hocking Glass Co.'s lines to room 25.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 29, 1906.

ONLY A LITTLE FIRMNESS IS NEEDED.

AN increase in the price of glass was inevitable; and that some manufacturers were convinced of it was shown by the fact that their New York representatives advised dealers to lay in stock, or at least place orders in advance. Why the Glass Association did not come out boldly before is a puzzle. Goods cost more, and if the claim that profits are next to nothing is true, glass must bring more money or the factories will have to close down The potteries likewise must meet the situation because of the increased cost of production occasioned by more expensive fuel, higher-priced labor and increased cost of materials. The trade at large is ready for an advance, and it only requires a little backbone to get it. This statement is made with a full knowledge of what the manufacturers claim are obstacles.

WANTED—YOUNG SALESMEN.

DURING the past few years we have frequently called attention in these columns to the increasing scarcity of capable traveling salesmen in the pottery and glass trades. The justifiableness of the arguments we have adduced must be apparent by this time to many concerns affiliated with foreign as well as domestic manufacture. Never before in the trade's history, possibly, has there been a greater demand for competent men in this capacity than right now. In one week, recently, the CROCKERY AND GLASS JOURNAL was the recipient of not less than fourteen inquiries from American manufacturers and importers—the former predominating—for salesmen worthy of a first-class recommendation. In nearly every instance, the preference was for a "young man with experience."

One has only to consider the personnel of the road salesmen of to-day to become convinced that "young men with experience" are exceedingly scarce. In fact, there are few strictly-speaking "young men" on the road at present. And invariably they who deserve classification as young men are wanting in experience. This "young men" characterization doesn't include, of course, those salesmen who, while well under the accepted middle-age period in life, have been writing business for several years or more. It applies only to the new recruits to the calling, of which there have been proportionately few in late years. The records of the trade during the past ten years show that many of the most successful of our old salesmen have passed away. Other veterans have been promoted to more lucrative positions or have been admitted to membership in the firms for which they formerly traveled. Others still have branched out as manufacturers, importers or merchants. These changes have created vacancies that the prevailing supply of young men of talent does not begin to fill.

During the past ten years there has been a growth in business proportionate to the advancement in population and prosperity. This has caused a necessary increase in factories, an enlargement of the facilities of those already in operation, and numerous additions to the list of firms that are interested solely in the distribution of the wares. The development of young salesmen has not kept pace with this expansion; and the fault is not entirely attributable to the young men, either.

Employers who prate about the indifference and incapability of the average young man are themselves largely responsible for the situation. They do not make the proper effort to "find" the necessary material among their own employees.

A case of comparatively recent occurrence is worthy of telling by way of illustration. The young man in mind had been engaged as a clerk in the office. After a couple of years' service he requested a chance on the road. He was bright, vigorous, a good talker, and possessed a pleasing address. But somehow or other his employer failed to appreciate his adaptability for the position, and turned down his request. The young fellow then secured employment with another concern, and inside of three months was selling goods. Before very long he was recognized as one of the top-liners in his business, and is to-day in the very front rank of American crockery and glass salesmen.

What is true of the employer in question is probably true also of other men and firms controlling help. Quite unintentionally and unknowingly they ignore

the possibility that on their pay-rolls in subordinate capacities are young fellows who may be capable of development for use on the road. It is to their interest to give these ambitious ones a chance, even though the experiment may at first represent a financial loss. There seems to be no other way of producing the "young men with experience" whom so many firms are seeking at this particular time.

PERSONAL.

MANY and various are the resolutions that are made at the dawn of a new year. In most instances these resolves are intended to be observed only during the succeeding twelve months. But Chas. L. Kerr, manager of Gillinder & Sons' New York office, has determined upon a pledge for January 1 next that he intends to respect and observe during the remainder of his lifetime. Briefly, it is to "love, honor and obey" a certain young lady in Toronto, Can. The latter is at present Miss Emily Florence Mackie, but on and after New Year's Day she will be privileged to sign herself Mrs. Chas. L. Kerr. The ceremony takes place at noon in the Metropolitan Methodist Church, Toronto, where Mr. Kerr met his affinity during the progress of a "Watch Night" service several years ago. It will be noted that there is a pretty significance in the date and scene of the approaching wedding. David M. Evans, formerly with the Phoenix Glass Co., will discharge the duties of best man. Mr. and Mrs. Kerr are to take up their residence in reposeful Jersey—somewhere in the Oranges.

⚜

L. B. Ayer has been placed in charge of the crockery and glass department of the Sexton Walther Co., Dallas, Ore.

⚜

Leonard Stock arrived home from the West just in time to do justice to his Thanksgiving turkey at home. He had been away for about four weeks in the interests of Chas. Ahrenfeldt & Son.

⚜

After a ten weeks' tour of the West, W. M. Rundle came in a few days ago. Mr. Rundle is connected with Fondeville & Van Iderstine's selling staff.

⚜

Thos. B. Cannon is at present in town with the idea of engaging in a selling capacity with one of the three or four concerns with which he is in communication. Mr Cannon recently resigned as a traveler for the J. B. Owens Pottery Co., for whom he sold goods in the West for several years.

⚜

F. M. McCoy, who has been identified with the General Mfg. and Supply Co., of Trenton, N. J., since its formation, leaves the concern's employ this week He has already signed a contract with another firm for next year, but is not yet prepared to make known the identity of his new connection.

⚜

Chas. J. Weichel has accepted the management of the new crockery department that is to be opened on December 5 by the Cleland, Simpson Co., of Scranton, Pa. Mr. Weichel has heretofore been connected in a similar way with C W. Woolworth, also of Scranton. He was in New York a few days ago making his preliminary purchases.

⚜

J. Verrier, with C. L. Dwenger, is recovering from the effects of a recent operation for an abscess behind the left ear. It was this growth which compelled Mr. Verrier to leave the road several weeks ago. Unless unexpected complications develop, he is likely to leave the hospital in about a week.

⚜

E. Rosenberg, buyer for M. Sellers & Co., Seattle, arrived in New York this week.

⚜

William F. Schultze, of Cincinnati, was a visitor to New York this week. He announces that his firm have taken a larger and better store than the one they now occupy, in the heart of the retail district. It is near the corner of Fourth and Race streets, and has thirty feet front, with six stories and basement. They purpose fitting it up in first-class style, and hope to occupy it by March 1st.

⚜

W. G. Hamilton, with the Strobel & Wilken Co., is on the homestretch from a somewhat extended tour through the West, and expects to reach here early next week with a book full of orders. Sid. Blumenthal, with the same firm, arrived home from a buying trip to Europe last week.

⚜

A. B. C. Dohrmann, who has been spending some little time in New York, left for San Francisco on Wednesday.

⚜

W. R. McClelland has been elected president of the J. M. High Co., Atlanta, Ga., succeeding the recently-deceased J. M. High. W. H. Brittain was also chosen vice-president and G. C. Jones was named as secretary-treasurer.

⚜

Richard Briggs, of Boston, made a short visit to New York last week.

⚜

For the second time in the history of the English pottery trade the order of knighthood has been conferred on a potter. Sir James Fleming is the way he is now addressed, the title having been conferred Nov. 9th. Sir James is the head of Cochrane & Fleming, of the Brittannia Pottery, Glasgow, and is

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also associated with W. H. Grindley & Co., in Staffordshire.

W. S. Pitcairn will have no opposition in his candidacy for the presidency of the Pottery, Glass and Brass Salesmen's Association, the annual election of which occurs on Monday, Dec. 17. H. P. Muirheid, who was also nominated for the office, has withdrawn in Mr Pitcairn's favor. Arthur S. Higgins, of Higgins & Seiter, has also declined to become a candidate for membership on the board of directors.

M. K. Lindner, New York representative of the Nathan-Dohrmann Co., left for his home in San Francisco on Saturday. He expects to eat his Thanksgiving dinner with his family.

Chas. Smith has tendered his resignation as buyer for the O'Gorman Co., of Providence, R. I. It becomes effective as soon as the concern can engage a successor.

Hugh J. M. Jones, one of the Canadian hunting party of which C. H. Taylor and Jos. F. O'Gorman were also members last summer, was in the district a few days ago and received the glad hand in the most generous kind of fashion. Mr. Jones, who is a gentleman of considerable means, was so deeply impressed with the cordiality of his reception that he good-naturedly insisted upon being engaged as a crockery or glass salesman Mr. Taylor promptly hired him; but when Mr. Jones turned up at the close of the day without an order he lost his job.

Joseph Martin resigns at the end of this year as resident buyer for the J. E. Manix Co., with headquarters at 320 Church street, in order to become a commission agent. His sample-room is to be located at 100 Chambers street, where he will carry house-furnishing lines.

Thos. C. Boylan, who has been writing business for Manning, Bowman & Co. in the far West during the past year, is in town. Mr. Boylan expresses himself as being thoroughly pleased with the territory extending from the Rockies to the Slope, and intends to go back there early in January.

Albert F. Steinman has been admitted as a partner in the firm of Kelly & Steinman, cut glass manufacturers in Honesdale, Pa. The concern is to incorporate shortly.

Recently in Chicago John C. DeBow shook off the fetters of bachelorhood—Miss Walker, a charming young lady from this city, having been the person of his choice. Wm. L. Mirrielees, whom Mr. DeBow assists in the management of Manning, Bowman & Co.'s Chicago office, acted in the capacity of best man. A beautiful china dinner service from Manning, Bowman & Co. was among the gifts to the couple. The tranquility of their honeymoon was rudely jarred a week after the ceremony by the explosion of a gasolene stove in their apartments. The fire that followed destroyed nearly all of their kitchen utensils.

Jos. Hurd has just closed a Western expedition with W. S. Pitcairn's line. He went as far as Omaha

HARD HIT BY THIS FAILURE.

MANY pottery and glass manufacturing concerns are financial sufferers by reason of the bankruptcy petition filed last week by the Eastern Wholesale Grocery Co., of Boston, Mass. Representatives of this concern were in the New York wholesale district for three days beginning November 5 and bought goods in the most liberal manner. They insisted in every instance of which we are cognizant that the orders be rushed. In one house alone their purchases aggregated more than $1,000 A couple of weeks later, after nearly all of the wares had reached their headquarters, the firm very inconveniently went into bankruptcy.

"PENNSY" TO EQUALIZE FREIGHT RATES.

NOTIFICATION was received last Friday by the United States Potters' Association from the Pennsylvania Railroad Co. to the effect that on and after January 1 the rates on inland shipments will be the same to foreigners as to Americans. The action of the "Pennsy," so far as is known, was entirely voluntary. This matter of freight rates has been discussed for the past eight or ten years at the annual sessions of the American manufacturing potters. It has occupied the almost exclusive attention of the transportation committee connected with that body.

TO EXTEND OUR FOREIGN COMMERCE.

FOR the purpose of considering and devising measures for the enlargement of the foreign trade enjoyed by American manufacturers, farmers, etc., a national convention has been called for Monday, January 14, at the New Willard Hotel in Washington, D. C The convention is being arranged at the instance of the New York Board of Trade and Transportation, which, in a circular letter recently issued, argues that by this means only can the consumption of our products abroad be increased. All national, state and local associations interested are invited to send at least five delegates each. Application has been made

to the Trunk Line Association, and through it to the other passenger associations of the country, for a reduced rate of fare for those who desire to attend the convention

BOHEMIAN GLASS ALSO ADVANCED.

HAIDA-STEINSCHONAU, November 10, 1906.
Editor CROCKERY AND GLASS JOURNAL.

Dear Sir—In consequence of a considerable rise in prices of raw materials, advance in wages, etc., we will be compelled to raise our prices after January 1st.

UNION OF THE NORTH BOHEMIAN GLASS INDUSTRY.

[We understand that the advance is at least ten per cent.—ED.]

TO MAKE GLASS AND POTTERY IN TEXAS.

FACTORIES for the production of glass and porcelain are likely to be erected soon in San Antonio, Texas. J. L. Warren, of the City of Mexico, is representing the capitalists who plan to establish the plants there. The Business Men's Club of San Antonio has taken up the matter and offers special advantages to the promoters in order to land the proposed enterprise.

$2,000,000 DEPARTMENT STORE CONCERN.

ROCHESTER'S new department store, in which Thos. H. McInnerney is the moving spirit, is to be known as the Duffy, McInnerney Co. Incorporation papers were filed on Monday with a capital of $2,000,000. Among the twenty-one directors, nearly all of whom are Rochester, N. Y., men are the following: Walter B. Duffey, Arthur G. Yates, Thomas H. McInnerney, Benjamin E. Chase, George W. Aldridge, Rochester; Herbert Wadsworth, Geneseo, N. Y.

JEFFERSON'S CHINA DINNER SET.

THROUGH the generosity of Jefferson Coolidge, of Boston, a valued addition has been made to the White House collection of Presidential china, consisting of four pieces of Jefferson ware. These pieces belong to a blue and white dinner set which President Jefferson ordered in France. Owing to the tangled condition of Jefferson's financial affairs at the time of his death this set was sold and was purchased by Mr. Jones, of Virginia, who, apart from the fact that it was owned by Jefferson, liked it, especially because the letter "J" appeared in the crest.

Some thirty years ago, Mr. Coolidge, Sr., learned of the whereabouts of the china and purchased it from the Jones estate, and subsequently presented it to his son, who now loans four pieces of the set to the White House collection. They consist of a soup tureen, the top of a vegetable dish, the dish having been broken; a large platter and a plate. Each piece is decorated with deep blue mottled borders outlined in gold. In the centre of the platter and plate, and on the sides of the tureen and covers, are the shield-shaped Jefferson crest. The shield is outlined in deep blue, bearing thirteen gold stars, and in the centre is an elaborate scroll letter "J" in gold. The Jefferson china bears the following label:

"Pieces of Jefferson china loaned by Jefferson Coolidge, Jr., Boston, Mass, October, 1906."

CAN CUSTOMERS JUDGE VALUES?

"WHAT is the use of marking goods close? Where is the sense of selling at a bare living profit? Can anyone tell me?" remarked a merchant recently. "Ninety-nine women out of a hundred don't know the value of the stuff they buy. They are no sort of judges; and I, for one, believe in getting all there is in it."

That's all right, brother—within reason. But usually ideas of this kind, backed by such arguments, too often run wild. They are too unstable—not at all trustworthy.

Some years ago you paid $2 25 a dozen for a 25-cent article and were satisfied. So were your customers. Then $2.15 or $2.10 was the limit. Now what is it? $1.90? Yes, if you have to; less if you can find it or squeeze it down. The quality? Oh, women are no judges of value! The profit's the main point. Stores that get the unenviable reputation of being "dear" and "high" are run much on this principle.

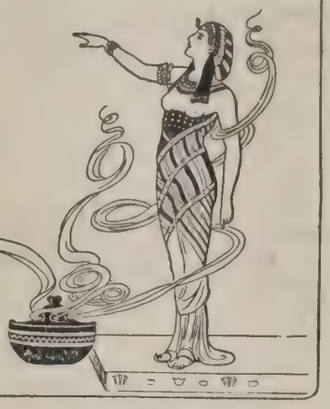
The one out of every hundred women becomes suspicious of the soaring idea as applied to profits. The test is applied and suspicions confirmed. Then the subject is discussed among friends, the word is passed that Chargem & Soakem are high priced, and in short order the ninety nine who are no sort of judges are "made wise."

Another thing. Women don't do all their shopping in the store. The real vital part, as it affects the merchant's interests, is done in private, among themselves, and he who can carry off the blue ribbon at this sort of tribunal is not only fortunate, but wise in his generation.

Profit pride goeth before a business fall. Therefore, don't for a moment imagine that you are the best and only judge in the transaction, or that you can "fool all the people all the time."

At the same time, however, it is not at all necessary to give things away, or work for mere living profits. Get all there is in it, of course; but first be sure your customer gets her money's worth. This is where good merchandising comes in.—*Dry Goods Economist.*

Among the Potteries



Trenton. Probably the largest piece of bone china ever produced in this country is the vase which has for several days been on exhibition in the factory of Lenox, Inc. It is exactly three feet tall, and is remarkable for its grace and symmetry. The vase was made at the direction of ex-Governor Franklin Murphy, for his beautiful Newark, N. J., residence. Around the base of the piece and also encircling the point where the neck and shoulder merge is applied an exquisite design in bronze. One side of the body is occupied by a study in the nude, the subject being depicted in a half reclining attitude in the heart of a forest. The opposite side of the vase presents three dancing cupids swinging garlands of roses. Both paintings were executed by Nosek, one of the most capable of the Lenox artists. The neck of the vase is clothed in a delightful shade of green, over which is applied a gold leaf design. The same combination of green and gold beautifies the lower part of it. The vase stands on an elaborate bronze plinth.

* *

Francis B. Lee, who has been selected to arrange for New Jersey's exhibit at the Jamestown Exposition next year, desires among other things to present demonstrations of the State's progress in pottery production. He proposes to collect specimens beginning with the crude pottery of the Indian inhabitants of the State and continuing up to the most artistic creations of the present day. This will tell the story of development, he figures, much more effectively than labored descriptions.

* *

Elmer I. Hughes, Eastern representative of John Davison, is now a father-in-law. Folk who have been impressed by the youthful appearance of Mr. Hughes are likely to read this announcement with some degree of doubt. But it is a fact, nevertheless. His daughter, Miss Norma, became the bride of Herbert M. Margerum last Wednesday evening, and the ceremony was one of the prettiest events of the local social season.

* *

Superintendent Mellor, of the Cook Pottery Co., who is directing the progress of that concern's recently acquired factory in Kittanning, Pa., until it gets properly under way, was in Trenton last Saturday. When the plant is operating in a manner satisfactory to him Mr. Mellor will return to his place at the Etruria Works here. He is entirely pleased with the advancement that has so far been made at the Kittanning factory, which is at present engaged in the production of the Cook Pottery Co.'s cheaper grade of ware.

* *

East Liverpool and Vicinity. The potteries are gradually working into shape under the new fuel conditions, and yeoman efforts are being made to meet the situation. Before the end of the season the change from gas to coal will be made in all the plants, and dealers need have no fear but that their wants will be supplied as promptly as ever.

* *

Nearly every pottery here has samples of the new goods ready, and the exhibit will excel even last year's very satisfactory showing. In spite of adverse circumstances the potters have not neglected the important point of preparing new designs While some may be a little slow in getting out full lines, all will have something to show.

* *

W. E. Wells was one of the most conspicuous entertainers in connection with the annual minstrel performance of the Elks at the Ceramic Theatre several evenings ago. Mr. Wells acted as interlocutor, and his dialogues with the end man, many of which were apparently extemporaneous, set the audience in a roar.

* *

When the recently-incorporated Ceramic Brick Co. begins manufacture early in the new year, the East Liverpool manufacturing potters will be relieved of considerable anxiety regarding their future disposition of waste bisque, saggers, sherds, broken glost, stilts, pins, wads and knocker-clay. The new concern plans to employ all of these waste potting materials in the production of fire brick, white building brick, and floor tile. Jesse R. Frost, East Liverpool,

Mrs. Florence Schlotter, Pittsburgh; J. H. McCord, Wellsville, and Rose D. Stark and F. H. Karr, Steubenville, compose the company, which is capitalized at $10,000. The plant, on which work begins about Dec. 1, is to be located on a siding in the rear of the Homer Laughlin factory in East End.

Columbus, O. The bankruptcy of the Columbus Pottery Co., following as a result of the fire which destroyed the plant recently, has tied up the moneys due the employes, and to relieve the situation a purse of $1,100 has been voluntarily subscribed by four of the leading stockholders to pay a portion of their wages. The subscribers are: Owen Harbage, president; A. S. Davis, treasurer; J. J. Schwartz, secretary, and J. M Loren.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending November 27, 1906

ANTWERP

116	packages	glassware	B Gunthel
88	"	"	Miscellaneous Orders
4	"	earthenware	Geo Borgfeldt & Co
6	"	"	L Straus & Sons
1			Fensterer & Ruhe
18	"	"	Strobel & Wilken Co
8	"	"	Miscellaneous Orders
2	"	toys	Samstag & Hilder Bros
8			R H Macy & Co
28	"	"	Strobel & Wilken Co
18	"	"	Miscellaneous Orders

HAMBURG

88	packages	glassware	Strobel & Wilken Co
25	"	"	Vondevelle & Van Idersteine
4	"	"	Chas Ahrenfeldt & Son
170	"	"	O O Friedlander
281	"	"	W R Noe
18	"		N Wapler
44		"	Vogt & Dose
35	"	"	Kmy-Scheerer Co
8	"	"	L D Bloch & Co
17	"	"	F Bing & Co
161		"	Eimer & Amend
24	"	"	Knauth, Nachod & Kuhne
527	"	"	Miscellaneous Orders
20	"	earthenware	L Straus & Sons
154	"	"	Geo Borgfeldt & Co
25	"	"	B Illfelder & Co
66	"		G F Bassett & Co
92	"	"	L D Bloch & Co
14	"		Chas Ahrenfeldt & Son
152	"	"	Bawo & Dotter
84	"	"	O Goetz
16	"		Hamburger & Co
2	"	"	Koscherak Bros
22	"	"	Julius Palme
89	"	"	Strobel & Wilken Co
204		"	Miscellaneous Orders
117	"	toys	Strobel & Wilken Co
105	"	"	Geo Borgfeldt & Co
161	"	"	B Illfelder & Co
3	"	"	Hamburger & Co
138	"	"	Samstag & Hilder Bros
159	"		Miscellaneous Orders
4	"	harmonicas	Strobel & Wilken Co

BREMEN

2	packages	glassware	L Straus & Sons
40	"	"	Strobel & Wilken Co
142	"	"	Miscellaneous Orders
274	"	earthenware	Geo Borgfeldt & Co
47	"	"	Karl Hutter
48	"	"	Knauth, Nachod & Kuhne
11	"		F W Woolworth
46	"		Strobel & Wilken Co
60			Miscellaneous Orders
59		toys	Hamburger & Co
89	"	"	Geo Borgfeldt & Co
20	"	"	R H Macy & Co
9	"	"	F W Woolworth
126	"	"	Strobel & Wilken Co
156			Miscellaneous Orders

LIVERPOOL

2	packages	earthenware	L Straus & Sons
3	"	"	The Rowland & Marsellus Co
20	"	"	W S Pitcairn
15	"	"	Strobel & Wilken Co
33	"	"	Miscellaneous Orders
5	"	glassware	L Straus & Sons
6	"	"	Strobel & Wilken Co
6	"	"	Miscellaneous Orders
20	"	chinaware	F P Abbot
26	"	"	C Ahrenfeldt & Son
55	"	"	Geo Borgfeldt & Co
9	"	"	Ceramic Importing Co
5	"	"	Endemann & Churchill
101	"	"	Haviland & Co
4	"	"	F W Jenkins & Co
10	"	"	Strobel & Wilken Co
76	"	"	Miscellaneous Orders
18	"	toys	Strobel & Wilken Co

HULL

7	packages	chinaware	F P Abbot

LIMOGES

260	packages	chinaware	W L Briggs

SOUTHAMPTON

2	packages	chinaware	Paroutaud & Watson
39	"		Wm Guerin & Co

IMPORTS AT PORT OF BOSTON.

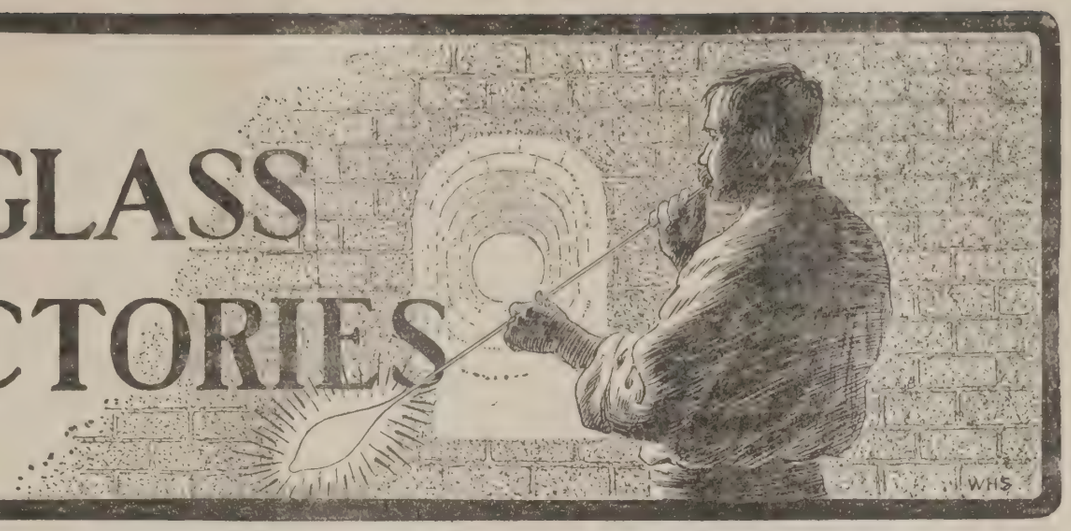
LIVERPOOL

87	packages	earthenware	Jones, McDuffee & Stratton Co
6	"	"	B D Webber
11	"	"	A W Chesterton
18	"	"	Mitchell, Woodbury Co
4	"	"	Rowland & Marsellus Co
6	"	"	Richard Briggs Co
5	"	"	R H Stearns Co
29	"	"	Miscellaneous Orders

HAMBURG

115	packages	earthenware	Jones, McDuffee & Stratton Co
62	"	"	C J Pierce & Co
8	"	"	A W Eiesser
6	"	"	Stone & Downer
288	"	"	R F Downing & Co
2	"	"	W N Proctor & Co
37	"		First National Bank
2	"	"	American Express Co
10	"	"	L E Knott Apparatus Co
5	"	"	Bawo & Dotter
13	"	"	Houghton & Dutton
2	"	"	S W Manning & Co
210	"		Geo Borgfeldt & Co
53	"	"	B D Webber
181	"	"	L Wolf & Co
29	"	"	Boston and Maine Railroad
12	"	"	Jordan Marsh Co
3	"	"	Miscellaneous Orders

THE GLASS FACTORIES



Pittsburgh and Vicinity.

The advance in the price of glass made last week was well received by buyers A little difficulty has naturally arisen with reference to orders mailed on the 19th. There are one or two curious instances of letters so dated which did not materialize for a week afterwards. The United States mail is usually pretty reliable, and while an hour or two's difference in deliveries sometimes occurs, two or three days' delay is very rare.

It is a little early for large orders to be placed, but negotiations are pending for one or two big deals already Advance samples have been requested and seen on some lines, and inquiries have been made by others as to when l nes will be shown. The difference in the price of glass now and a little while ago will probably make no alteration whatever in the quantity wanted for consumption If people want glass they will have it at anything like reasonable figures, and an advance of ten per cent is certainly not prohibitive. If there is any falling off it may be attributed more to the competition of cut glass or china rather than to the advance. The competition of foreign goods will be no greater, as a like advance of ten per cent has been made abroad; so conditions remain about the same.

The United States Glass Co. keep pegging away and are rounding up the season in a very satisfactory manner.

The Phoenix Glass Co. are simply rushed with orders, and notwithstanding their great facilities have about all they can swing to. The policy of making artistic designs and well-finished wares is fully appreciated in the trade, and their patterns and shapes are regarded as standard.

Rochester, Pa.

The old reliable Rochester Tumbler Works are getting ready for a big business next year. Things are shaping themselves very much to their satisfaction, and they will be in first-class condition to handle orders next season.

The H. C. Fry Glass Co. are working overtime to get out their orders, and judging from the activity which has characterized their whole plant there ought to be a pretty handsome dividend The management are saying nothing, but there is an air of satisfaction which speaks louder than words.

Tarentum, Pa.

It was decided at a meeting of the Fidelity Glass Co. recently to increase the bonded indebtedness of the company $50,000 with the idea of making extensive improvements to the plant. In a couple of weeks the new automatic sprinkler system will be in position.

Wheeling and Vicinity.

Geo C Rolf, who died recently in the Wheeling Hospital as a result of blood poisoning, was for many years employed by the Central Glass Works as chief clerk in the packing department. He later held similar positions in Kent, O., and Moundsville, W. Va , glass factories. Several years ago he came back to Wheeling and engaged in the grocery business He was forty-one years old, and leaves a widow and four children.

Roanoke, Va.

The promoters of the new railroad now building from Salem to the glass sand beds, ten miles distant from here, will extend the line to Newcastle, in Craig county. The road is being financed chiefly by Roanoke capitalists, who will operate an extensive glass manufacturing plant at Salem.

Williamstown, W. Va.

Work on the plant of the Fenton Art Glass Works is being pushed to the limit and in a week or ten days it will be running full. The company will have 200 men with a pay roll of $3.000,

BUSINESS BRIEFS.

The Globe Pottery Co., Camden, N. J., has been incorporated. Capital, $200,000.

A crockery and glassware store has been opened in Coquille, Ore., by M. H. Hersey.

S. & G. Gump have opened a new store at the corner of California and Van Ness avenues, San Francisco, Cal.

A charter has been issued to the Nagle Art Co., Davenport, Ia., whhich is to handle glassware of the best quality. Capital, $5,000.

The Empire Cut Glass Co., composed of Saulo Speigel, Moss Manley and Frank B. Byerley, has opened a factory in Elmira, N. Y.

With $10,000 capital, the Utica, N. Y., Crockery Co. has been incorporated to deal in china, glass and silverware. Incorporators: R E. Wight, Syracuse; A. E. Wilcox and A. F. Wilcox, Utica.

Incorporation papers have been filed by the Kaltwasser Art Glass Co., Davenport, Ia. Capital, $10,000. J. C. Ramig is president and manager, and E. C. Kaltwasser is secretary-treasurer.

A petition in bankruptcy has been filed against the Cluster Gas Light Co., 67 Bowery, this city, dealers in incandescent lamps, chandeliers, etc. It is said that the liabilities are $60,000 and assets $30,000. A. H. Skillin has been appointed receiver.

Personal property of the Salineville, O, Pottery Co. was levied last Friday by the sheriff to satisfy some claims against the firm. It is asserted that some of the workmen are among the claimants. The pottery has been operated only in an irregular way for some time.

IN THE HOUSEFURNISHING WORLD.

The A. H. Denny Co., Buffalo, N. Y., has been incorporated to manufacture silverware, etc. Capital, $5,000.

* *

The new department store of O'Donohue, Redmond & Normile, at Sixteenth and Howard streets, Omaha, Neb., opened recently.

* *

The department store of the T. Eaton Company, Winnipeg, Man., was visited by fire last week and the damage done by water amounted to considerable.

* *

Jonas Long's Sons, who desire to start a department store in Hazelton, Pa., are said to have offered $50,000 for the Luzerne House, in that city. The offer was rejected, the executors of the estate asking $60,000. However, it is stated that a compromise may be effected.

* *

The Boston, Mass., Brass and Iron Co. has been incorporated with a capital of $25,000.

* *

Blinka & Stock and S. Walshoek, Cameron, Tex, suffered heavy losses by fire recently.

* *

David H. Brand, the Trenton, N. J., department store proprietor, has been indicted by the grand jury on a charge that he was responsible for the fire which partially destroyed the Imperial Department Store in August, 1905. Since the fire Mr. Brand retired from the Imperiai firm and opened another new store in Trenton.

* *

The Callender, McAuslan & Troup Co., has secured the six-story building adjoining on Westminster street, Providenee, R. I., and will transform the old entrance into a show window. Owing to the Christmas rush of business, the remodeling of the new addition will not be commenced until after the holiday season, but it will be used in its present condition as a toy department, as well as for other holiday goods. A temporary passage from the main store into the annex will be made through the wall on the lower floor.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Nov. 10, '06	Corresponding period 1905	Exports Jan. 1 to Nov. 10 '06	Corresponding period 1905
Boston	145	72	6318	4884
New York	219	114	5990	6246
Baltimore.	192	148	12882	10338
Philadelphia.....	5	20	986	826
New Orleans ..	144	....	4036	3072
Newport News....	32	...	1156	831
San Francisco.....	....		1418	1093
Portland (Me.)...	13	9	1045	440
Galveston.....	20	14	1376	826
Portland (Or.).	100	20	926	468
Inland Points.....	88	69	9765	11686
Total ...	958	466	45898	40710

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end g Nov. 10, '06	Corresponding period 1905	Exports Jan. 1 to Nov 10, '06	Corresponding period 1905
New York	206	116	5967	6329
Boston	184	72	6 68	4697
Philadelphia.... ..	8	20	944	828
Baltimore ...	192	145	13071	10571
San Francisco....	....	....	1888	1093
New Orleans	134	....	4042	3074
Portland (Me.)...	9	7	850	295
Galveston	20	14	1296	812
Newport News....	62	....	1071	900
Portland (Or.).....	100	20	977	468
Inland Points.....	88	70	10430	11391
Total....	948	464	46304	40458

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COMMISSION MERCHANTS AND IMPORTERS

50 Murray St., P. O. Box 3000 New York.

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L. BERNARDAUD & CO.,
Successors to R. DELINIERES & CIE.,
Limoges, France,
Manufacturers and Decorators of French China.

S. REICH & CO.,
Vienna and Berlin,
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DUMLER & BREIDEN,
Hohr a | Rh., Germany.

WHITE AND DECORATED

French China

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Wm. Guerin & Co.

LIMOGES.

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SAMPLES ALL RECEIVED.
EVERY ITEM ENTIRELY NEW.
THE STRONGEST LINE OF FRENCH CHINA.

CHAS. STREIFF,
SOLE AGENT.

JOHN DAVISON,

Sole Agent for the Following Noted English Firms:

The Coalport China Co., Ltd.
Geo. Jones & Sons, Ltd.
Stevens & Williams, Rock Crystal Glassware
Adderleys, Ltd.
F. Winkle & Co.
Thomas Poole.

12 Barclay Street, New York.

Import Samples of Dinner, Fish and Game Plates for Sale at a Liberal Discount.

OLDEST AND BEST

FIRST IN DESIGN FINEST IN QUALITY
FACTORY FOUNDED 1797.

THE "GDA"
LimogesChina
Formerly known as
THE
CH. FIELD HAVILAND
LIMOGES CHINA
is now marked
ON WHITEWARE
GDA
FRANCE
ON DECORATED
OR

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FACTORY and MAIN OFFICE:
Faubourg des Casseaux, 27,
Limoges, France.

DINNER WARE.

We would ask your inspection of our New Lines of Dinner Ware for Spring Delivery, which we feel confident should prove of interest to you, as same combines new ideas as to shapes and decorations, and priced right.

L. D. Bloch & Co.

42 & 44 West Broadway, New York.

Please Your Customer

NEW LINES NOW READY.

Very Easy With the Dealers Who Handle

WELLER
Pottery
WARE

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FENSTERER & RUHE,

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NEW YORK, - - - 47 MURRAY STREET.

BLANKS FOR CUTTING.

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W. H. Warrington, Toronto, 18 E. Front.



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects. This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glasa.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St.
Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 271 Stevenson St
St. Louis, 617 Granite Building, 4th and Market Sts.

H. M. Brackenridge, Pres't. **L. R. Hartley, Sec'y.** **J. D. Wilson, Treas**

TARENTUM GLASS CO.,

TARENTUM PA.

Manufacturers of **PRESSED GLASSWARE.**

New York Office, 24 Park Place. D. R. Marshall. **Western Representative, S. O. Hamilton.**



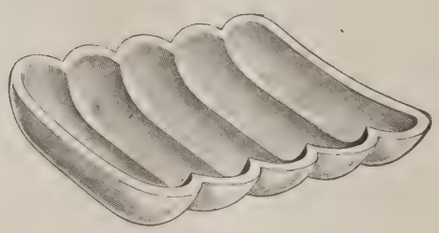


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Soap Slabs.

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Utilitarian,

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—AND—

Art Wares.

The most comprehensive line on the market.

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THE WHEELING POTTERIES CO.,

WHEELING, W. VA

Pouyat China



There is a Personality

in POUYAT CHINA that is self-assertive. It is an individual personality of form and decoration artistically combined to produce permanent pleasure.

That is the subtle reason why POUYAT CHINA commands instant attention. It tells its own story of superior excellence at first glance.

PAROUTAUD & WATSON
Representing J. Pouyat
37 Murray Street. New York



Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.

The POTTERS' CO-OPERATIVE CO.

Dinner line is the most artistic, largest, and the strongest ever
Run by us, and we are positive it will meet your
Expectations. Our big line of
Specialties contains some of the bargains of the
Day. Also the best and most complete line of Toilet
Ever shown. Our Hotel China has
Never been equalled. Have you seen our lines?

DROP US A CARD.

The POTTERS' CO-OPERATIVE CO., East Liverpool, O.

New York, U. S. A.

Ignaz Strauss & Co

Kobe and Yokohama, Japan.



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Salesrooms, No. 684 BROADWAY (Great Jones Building), NEW YORK CITY.

Our import line of

JAPANESE PORZELAINS

for the season of 1907 is now ready for your kind inspection.
Latest Decorations.

CO-OPERATIVE FLINT GLASS CO., LIMITED,
BEAVER FALLS, PA.,
Manufacturers of Tableware, Cake Covers, Fish Globes, Aquariums, Jars, Sponge Cups, etc.
New York Office, Demorest & Co., 46 Murray St.



No. 324.
Punch Bowl.

BORAX IN GLASS MAKING

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TO manufacturers desirous of making tests we will be pleased to forward, prepaid, a sufficient amount of Pure Borax and Boric for practical demonstration. Address

PACIFIC COAST BORAX CO.,
Miners. Refiners. Manufacturers.
Oakland, Cal., Chicago, or New York.

Limoges and Carlsbad China

For Import.

Charles Ahrenfeldt & Son,

50, 52 and 54 Murray St., New York.

Paris. Limoges. Carlsbad. London.

TO THE JOBBER!

If interested in Decorated Jobbing Packages send for illustrations of

12 Dozen 10-cent No. 2349 B Assortment.

12 Dozen 10-cent No. 3778 Pink and Ivory Assortment.

6 Dozen 25-cent No. 3481 Pink and Ivory / Green and " } Assortment.

You will find them winners and money-makers.

The D. E. McNicol Pottery Co., East Liverpool, O.

Boston Agents: Chase & Francis, 122 Pearl St

New York Agents: E. Bergman & Son, 25 West Broadway.



China Jobbing Lines— Spring Delivery. Import Samples Now Ready.

THE displays of past years are quadrupled in this year's B. & D. showing of German, Austrian and French fancy lines and dinner ware for "Spring Import."

Large buyers will inspect this notable display as soon as possible, realizing that early deliveries are contingent upon early orders.

BAWO & DOTTER

26 to 34 Barclay St., New York.

CROCKERY AND GLASS JOURNAL

NEW YORK, DEC. 6, 1906.

THE CONDITION OF BUSINESS.

New York. Business is good—perhaps better than usual at this time of year even, when it is expected to be so. While the sales from the warerooms are not large, they are very numerous. The bulk of the business, however, is coming through the mails, either from men on the road or direct from the retail trade. Returning travelers report an unusually heavy call for goods for early spring delivery. The West is ready and willing to take a large supply, and everything indicates a very heavy trade for next year. People all over the country seemingly have money to spend, aud are acquiring a taste for finer goods all the time. The demand for the cheap grades exists, and will continue to exist, but there is a noticeable discrimination in favor of the better class of patterns, even in the lower grades of goods. The demand for German goods is very large. The failure of many factories to ship the cheaper lines has forced the sale of better grades, and it is very evident that next year the foreign potteries will have all they can do.

The demand for French goods for spring delivery is rather remarkable. Many of the factories have orders which will tax their facilities to the utmost. With prospects of a big demand for fall delivery the Frenchmen are smiling and happy.

Manufacturers of English china have had a remarkably good fall, many of them being over-sold. The demand for earthenware for spring delivery is better than for a long time, and manufacturers of the higher grades are weil filled up. The lower grades are not in such active demand.

The only complaint ot the American potters is their inability to ship goods as fast as wanted. It is not lack of orders, but the difficulty of making and shipping goods, together with low prices, which troubles them.

The glass men are behind in shipments, and the last month of the year is ending well. Prospects are good for the coming season, and at the advanced prices there ought to be some money in the business next year.

Cut glass has been in such great demand that there is scarcely a factory able to fill its orders. Workmen are scarce, and there is much complaint about low prices. For this, however, the manufacturers are themselves to blame.

Lamp manufacturers, as usual at this time of year, are being hounded for goods. So anxious are buyers that they are begging the samples. It is the old story over again: Wait until the last minute, then growl because they cannot get what they want.

The housefurnishing trade is the biggest for years —and that is saying a lot. The demand has been unprecedented and the factories are all behind on orders.

Manufacturers of metal goods are complaining of small profits, raw materials having advanced rapidly within the last few weeks.

Retail trade is good everywhere. The weather has favored the storekeepers, and everybody reports a brisk business.

Trenton. Despite the busy condition of the potteries here, preparations for 1907 are being made with unusual vigor. Several new shapes are being held in readinesss for the new year, but it is in decorations that the real innovations are promised. The art directors have never before made so determined an effort to introduce not only improved versions of the old decorative ideas, but also to create designs that deserve to be classified as original. From this viewpoint the local product will easily eclipse any former efforts.

Pittsburgh and Vicinity. Much to the surprise of everybody, orders for the past week have been exceptionally good. Usually at this time of year only driblets are wanted to match up and piece out, but this year matching orders have amounted to much more than is customary. These, together with advanced orders on new goods, are keeping things pretty lively.

East Liverpool and Vicinity. There is no let-up in the activity around the potteries, and orders continue to arrive in a very satisfactory way. Inquiries for new goods indicate a big business for the spring; and should the prices be advanced, as they ought to be, next year will be the biggest in the history of the trade.

Wheeling and Vicinity. Apparently there is no diminution in orders, and while they are not very large they are big enough to test the capacity of the various establishments. The calls for open stock dinnerware are particularly gratifying. Preparations are making for a larger increase in the number of patterns of fancy goods for next year, the success attending the manufacture of these goods fully warranting expansion in this direction.

WHEN IN THE CITY.

AT the time Keith and Proctor were each running separately they provided high grade entertainments for the amusement-loving public. Since they have combined they have more than doubled their strength. Visiting buyers desiring to pass a pleasant evening will always find something good and clean at any of their numerous houses.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending December 4, 1906.

BREMEN

6	packages	glassware	L Straus & Sons
5	"	"	Samstag & Hilder Bros
37	"	"	Strobel & Wilken Co
181	"	"	Miscellaneous Orders
113	"	chinaware	The Julius Levy Co
350	"	earthenware	Geo Borgfeldt & Co
88	"	"	Knauth, Nachod & Kuhne
27	"	"	L Straus & Sons
20	"	"	A Steinhardt & Bro
15	"	"	J Wygard & Co
28	"	"	Strobel & Wilken Co
79	"	"	Miscellaneous Orders
114	"	toys	Hamburger & Co
108	"	"	F W Woolworth
72	"	"	Strobel & Wilken Co
140	"	"	Miscellaneous Orders

COPENHAGEN

2	packages	chinaware	Geo Borgfeldt & Co
30	"	"	Christian Scherfig
4	"	"	J H Venn

HAMBURG

22	packages	glassware	L Straus & Sons
29	"	"	Kmy-Scheerer Co
2	"	"	Bawo & Dotter
26	"	"	G F Bassett & Co
11	"	"	L D Bloch & Co
73	"	"	Fenesterer & Ruhe
4	"	"	Julius Palme
20	"	"	Strobel & Wilken Co
135	"	"	Miscellaneous Orders
69	"	chinaware	The Julius Levy Co
72	"	earthenware	L Straus & Sons
67	"	"	Bawo & Dotter
21	"	"	Hamburger & Co
20	"	"	F Bing & Co
215	"	"	Samstag & Hilder Bros
3	"	"	N Wapler
4	"	"	Zeh & Co
82	"	"	L D Bloch & Co
1	"	"	Geo Borgfeldt & Co
53	"	"	Koscherak Bros
25	"	"	Julius Palme
29	"	"	E R Thieler
86	"	"	F W Woolworth
38	"	"	J Wygand & Co
18	"	"	Strobel & Wilken Co
257	"	"	Miscellaneous Orders
285	"	toys	Geo Borgfeldt & Co
36	"	"	Hamburger & Co
11	"	"	C B Rous
15	"	"	F W Woolworth
2	"	"	Bawo & Dotter
26	"	"	Strobel & Wilken Co
168	"	"	Miscellaneous Orders
6	"	harmonicas	Strobel & Wilken Co

HAVRE

40	packages	chinaware	Haviland & Co
171	"	"	F P Abbot
18	"	"	A G Moment
22	"	"	Vogt & Dose
77	"	glassware	E Utard
11	"	"	Miscellaneous Orders

ROTTERDAM

21	packages	earthenware	Bawo & Dotter
71	"	"	Geo Borgfeldt & Co
11	"	"	A Steinhardt & Co
20	"	"	Miscellaneous Orders

Continued on page 18.

Around the District



IMPORTERS who carry stocks have been doing a brisk business in small amounts. Orders are numerous for matchings, and there have been a few large buyers placing orders for spring delivery. Shipments are going on briskly, as imports are now rapidly coming in.

Geo. F. Bassett & Co. are still able to fill orders from stock, and buyers who are short of German fancy goods can find well selected lines at the right prices in this popular establishment. They have many goods which are particularly adapted for the holiday trade.

In the extensive assortment of novelty jugs carried by Bawo & Dotter are specimens that may be adapted for various practical and ornameutal purposes. Besides making admirable receptacles for cider, ale and beer, they may be used to ornament the dining-room. There are also others particularly appropriate for use in restaurants, hotels and cafes that follow the Flemish and Dutch treatments in their furnishings.

There are some import samples for sale at a liberal discount in John Davison's showroom. Some of the more desirable consist of dinner, fish and game plates. The necessity for the removal of these samples in order to create space for the newer arrivals from Englaod is responsible for this unusual opportunity.

Wm. Guerin & Co. are displaying a full line of new samples, which, as usual, are distinctively their own. They still make a feature of flow blue, and are showing more pretty things than ever in this direction. The success attending the introduction of the new samples is evidence of the popularity in which this china is held.

Painted floral studies distinguish the new table and ornamental glassware of the McKee-Jeannette Glass Works. The paintings are executed entirely by hand, and have for inspiration chrysanthemums, pansies, tulips and wild roses. They are exploited in natural colors and daintily set off by gold tracery. The decorations are attractive on every piece in the line, particularly the vases and the water and berry sets.

A change has been made in the name and personnel of the firm of Palm, Fechteler & Co. by reason of the retirement of O. Palm, Sr. The house is now styled as the Frank Fechteler Co. Incorporation papers were filed at Albany a few days ago by F. Fechteler, O. Palm, Jr., and W. T. Bloomberg, all of New York city.

A complete line of stationery supplies is included in the Riverside Glass Co 's exhibit. The items consist of bankers' sponge cups, reservoir cups, mucilage stands, pen racks, paper weights with solid or recessed bottoms, ink-stands and change trays. The pieces are shown either in cut or uncut finishes.

No recent novelty in pottery has caught the popular fancy more thoroughly than the patent plate being marketed by the Royal Baby-Plate Co. The firm's name denotes the nature and purpose of the plate. It is designed solely for the little ones, possessing a shape that prohibits the danger of upsetting, and requiring neither tray nor pusher. The deep rim encircling the upper part of the plate forces the food on to the spoon and does not make it necessary for the child to use its fingers The plate is made in silver as well as crockery. In the latter either plain white or decorated may be obtained

While truly Japanese in character, the decorations which clothe the porcelains of Ignaz Strauss & Co. are radically different from those exploited by any other house having ceramic affiliations with the Far East. The reason for this may be found in the fact that most of the ideas for these designs have been suggested by the patterns that adorn the various other novelties created by Strauss & Co. The adaptation of the effects from fans, lacquer ware, etc., to porcelain has been accomplished without the sacrifice of artistic detail. In consequence, the firm is justi

fied in claiming decorations that are not only beautiful, but positively unique and exclusive

New import samples of all the English lines represented by Robert Slimmon & Co. are now in shape for the scrutiny of merchants These lines by the way, include the efforts of A. J Wilkinson, Ltd., Bourne & Leigh, Upper Hanley Pottery Co., J H. Weatherby & Sons and R. Sudlow & Sons Among the more notable of the fresh patterns is one that has been christened the No. "1972" and which adorns the "Silver" shape. It is exceedingly dainty in conception and may be procured in flow blue, flow peacock and enamel.

Two fancy vases were the cause of what was almost a riot and a race war last Saturday on Fourteenth street. A colored man was carrying them under his arms on a car, and a passenger trying to get in knocked one of the vases out of his grasp. The negro grabbed the white man's hat, and the man dragged the negro off the car. There was a scrimmage on the sidewalk, which resulted in both being taken to the police court, where each was fined $10 after spending a night in jail.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Nov. 17, '06	Corresponding period 1905	Exports Jan. 1 to Nov. 17 '06	Corresponding period 1905
Boston	58	36	6376	4920
New York	147	150	6137	6396
Baltimore	294	171	13176	10509
Philadelphia	18	14	1004	840
New Orleans	310	103	4346	8175
Newport News	....	13	1156	844
San Francisco	63	39	1481	1132
Portland (Me.)	181	1	1226	441
Galveston	1	....	1877	826
Portland (Or.)			926	468
Inland Points	79	111	9844	11797
Total	1150	638	47049	41348

From the Freight and Shipping Circular of John Edwards & Co Liverpool

TO	Shipments week ending Nov. 17 '06	Corresponding period 1905	Exports Jan. 1 to Nov 7, '06	Corresponding period 1905
New York	144	151	6111	6480
Boston	58	36	6316	4733
Philadelphia	18	9	962	837
Baltimore	294	171	13365	10742
San Francisco	63	60	1451	1 58
New Orleans	318	103	4360	8177
Portland (Me.)	56	1	906	296
Galveston	1		1297	81
Newport News	....	13	1071	913
Portland (Or.)	....	....	977	468
Inland Points	79	108	10509	11499
Total	1031	652	47385	41110

Continued from page 16.

LIVERPOOL

8 packages earthenware ..... L Straus & Sons
14 " " ..... E Boote
8 " " ..... Geo Borgfeldt & Co
7 " " ..... J Davison
10 " " ..... O Goetz
12 " " ..... Meakin & Ridgway
7 " " ..... Maddock & Miller
12 " " ..... J S Robertson
13 " " ..... R Slimmon & Co
4 " " ..... J Wygand & Co
3 " " ..... F W Jenkins & Co
5 " " ..... The Rowland & Marsellus Co
17 " " ..... The Julius Levy Co
10 " " ..... Strobel & Wilken Co
17 " " ..... Miscellaneous Orders
2 " glassware ..... J Davison
1 " " ..... Meakin & Ridgway
19 " " ..... Strobel & Wilken Co
4 " " ..... Miscellaneous Orders
36 " chinaware ..... F P Abbot
65 " " ..... C Ahrenfeldt & Son
9 " " ..... Geo Borgfeldt & Co
1 " " ..... F W Jenkins & Co
16 " " ..... Wm Guerin & Co
38 " " ..... Miscellaneous Orders
12 " toys ..... Strobel & Wilken Co

LIMOGES

149 packages chinaware ..... W L Brigg

SOUTHAMPTON

42 packages chinaware ..... Wm Guerin & Co
3 " " ..... Vogt & Dose
5 " " ..... Geo Borgfeldt & Co
13 " " ..... Bawo & Dotter
6 " " ..... C L Dwenger
7 " " ..... F W Jenkins & Co
48 " " ..... A G Moment
65 " " ..... Paroutaud & Watson
11 " " ..... L Straus & Sons
15 " " ..... J H Venon
20 " " ..... Miscellaneous Orders

ANTWERP

125 packages glassware ..... B Gunthel
50 " " ..... Miscellaneous Orders
30 " chinaware ..... Blakeman & Henderson
86 " earthenware ..... Geo Borgfeldt & Co
8 " " ..... E R Thieler
45 " " ..... F W Woolworth
15 " " ..... Strobel & Wilken Co
76 " " ..... Miscellaneous Orders
9 " toys ..... R H Macy & Co
2 " " ..... L H Mace & Co
12 " " ..... B Illfelder & Co
21 " " ..... Strobel & Wilken Co
40 " " ..... Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

41 packages earthenware ..... Jones, McDuffee & Stratton Co
16 " " ..... American Express Co
52 " " ..... Mitchell, Woodbury Co
70 " " ..... Miscellaneous Orders

ANTWERP

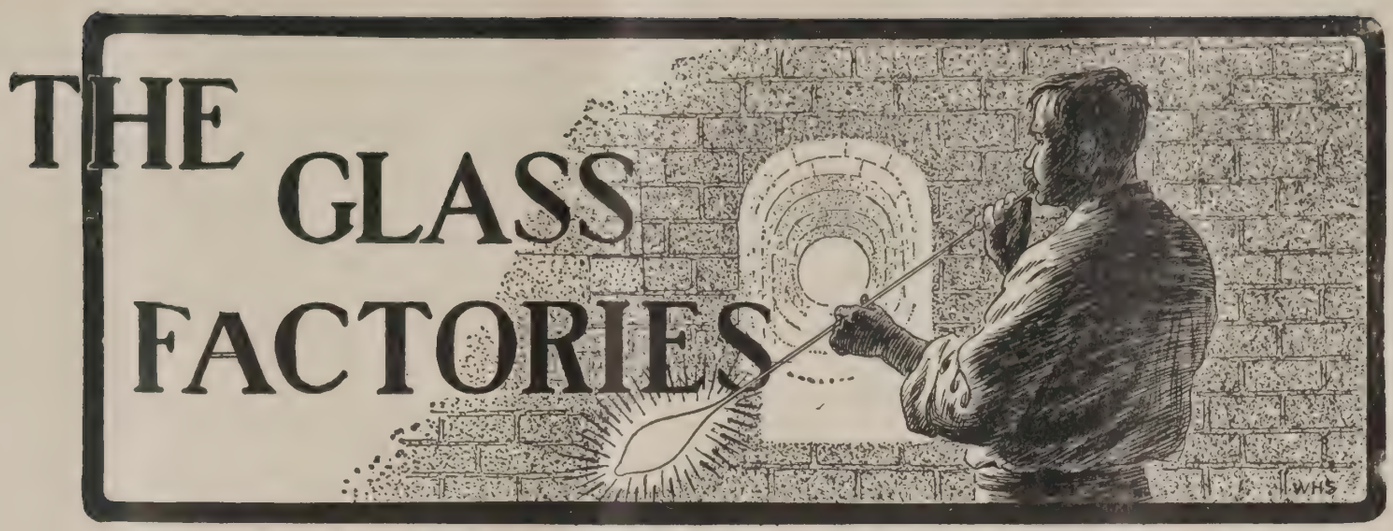
20 packages earthenware ..... Jones, McDuffee & Stratton Co
8 " " ..... American Express Co
9 " " ..... First National Bank
84 " " ..... Geo Borgfeldt & Co
32 " " ..... Miscellaneous Orders

NAPLES

125 packages earthenware ..... P J Carbone

COPENHAGEN

65 packages earthenware ..... Miscellaneous Orders



Pittsburgh and Vicinity. Rumors are being circulated that the Glass Association will be materially strengthened in the near future. A strong effort is being made to gather in all the outside factories, with a very probable prospect that the result will be accomplished. The selling prices are to be maintained, and drastic measures will be meted out to any violators of the agreement should the present plans be perfected. It would seem to be the interest of every manufacturer to become a member of this compact. In nowise a trust, or anything approaching it, it is simply a matter of self-protection against indiscrimina e rate cutting. Uniformity of prices never hurt any retailer. On the contrary, it enables him to buy goods on a fixed basis, with the knowledge that men of his class are buying no better than he is. It is to be devoutly hoped that the wise heads in the glass trade, who are building for the future, will be successful in their efforts.

The samples of new goods shown, while containing no marked departures from prevailing patterns, certainly show advancements in the matter of selections There will be cut glass patterns, plain designs, and combinations of both And all are better than last year.

In the equity proceedings of Charles R. Bryce against Bryce, Higbee & Co. to compel an accounting of partnership funds, a decree has been handed down which finds in favor of Bryce, Higbee & Co. for $22,850 33.

Evansville, Ind. The Evansville Glass Co. has authorized the issue of $350,000 worth of six per cent. bonds. Already $199,000 worth have been subscribed for. These bonds are issued to retire $100,000 outstanding bonds and to take up all outstanding paper and afford a sufficient working capital. The new issue is a serial one, payable in from one to ten years at the rate of $35,000 each year. Inasmuch as experts figure the possible profits of the plant at from $100,000 to $200,000 per annum, it is anticipated that the retirement of the bonds will be an easy matter. A committee from the Evansville Manufacturers' Association, the Evansville Business Association and the Retail Merchants' Association, which examined the plant, made a very favorable report on the business prospects of the company and endorsed the idea of the bonds.

Hammonton, N. J. An addition is being built to the Liberty Cut Glass Co.'s factory here. When completed it will increase the concern's productive capacity by nearly $50,000.

Morgantown, W. Va. The lamp chimney factory of the Star Glass Co., located in the suburban town of Randall, was destroyed by fire several days ago The loss will reach $18 000, with $13,000 insurance. A wareroom containing much manufactured product was saved. The directors have decided to rebuild the plant. It employed 125 men.

Wheeling and Vicinity. The amount of fancy glass made in and around Wheeling is increasing year by year. Time was when the goods produced here were largely of the staple variety; and while a great deal of this class is still turned out the tendency is more to specialties now than in former years. In both cases quality, which has always been the keynote in this valley, still predominates.

Hyannis, Mass. The Sandwich glass factory has closed for two weeks to repair the furnace. In the meantime the decorating shop is running full, with a good supply of orders on hand.

el. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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NEW YORK, DEC. 6, 1906

THE TREATMENT OF EMPLOYEES.

IN perfection of details intended to improve their business system, whether in the store or factory, employers frequently lose sight of one very important particular. They give too little attention to the development among their employees of the proper spirit of co-operation. The mere fact that they are liberal in their pay to their subordinates is not enough. Judicious praise and consideration, when such recognition is deserved, are certain to exercise a more stimulating influence on the employee than an increase in salary. Of course, the continued tender of compliments without an occasional monetary advance would eventually lose its effectiveness. It is in this regard that the employer must employ discretion, and likewise absolute firmness.

It is next to impossible, naturally, for the heads of large concerns to keep in personal touch with all of their employees. Department managers are required for that purpose. But in the selection of the proper persons to occupy these positions of responsibility and authority the "boss" can manage to keep himself closely posted on the deserving and undeserving among his help.

Every employee, regardless of position or intellect, likes to feel that his or her efforts are being appreciated. No trait in human nature is more fully developed than that which welcomes praise. If an employee feels that his employer's interest in him is not purely mercenary he is bound to have a reciprocal regard for the welfare of the employer. There must be no catering, however, on the part of the employer, for self respecting employees would resent the thought of being patronized by their business superiors. The relationship must be one of co-operation.

There are many ways whereby the employer might indicate his solicitude for the comfort and welfare of his employees. As an example, take the recent action of Charles Howell Cook in creating a recreation and rest-room for the female help in his Trenton pottery. Mr. Cook enlisted the assistance of his wife in this plan, and Mrs. Cook did her work well. After personally supervising the erection of the room she purchased the furniture, selected appropriate reading matter, musical instruments and sewing materials, and now the young women in the factory have cosy quarters at their disposal during the lunch hour or whenever they feel inclined to occupy them. The installation of this room represented the expenditure of some money; but the expense is insignificant as compared with the increased desire on the part of the beneficiaries to exert themselves as much as possible in behalf of Mr. Cook's industrial interests.

There are several retail houses of which we have knowledge that hold monthly dances for the exclusive pleasure of the salespeople. Others, still, arrange occasional dinners for the employees, and the heads of the concerns make it a point to attend. It is not the dances nor the dinners, particularly, which arouse in the recipients the determination to give their best services to their employers. It is the spirit behind them.

The introduction of such democratic ideas by the employer, of course, must be attended by caution. Employees may sometimes ignorantly presume too much on this exhibition of kindly interest; but careful study beforehand of prevailing conditions and possible consequences will suggest the most sensible method to be pursued.

PERSONAL.

WHILE it is hardly the fishing season in this section of the country, out in Puget Sound they are reaping their annual harvest. John J. Hines, with Blakeman & Henderson, who is on the Pacific Coast, sends us an illustrated postal card showing a salmon catch of 30,000 fish. The picture is enough to excite the feelings of every fisherman in the country. On the card John writes the pathetic sentence: "And I have no pole."

When Emil F. Reusche, with L. Reusche & Co., returned recently from a profitable tour among the Western potteries and glass factories it was noted that his re-entrance into New York was characterized by an air of exultation quite unusual in the young

man. Intimate friends only smile significantly when interrogated regarding this buoyancy of Mr. Reusche's spirits. Possibly there may be food for reflection in the fact that when he joined the Salesmen's Association recently he requested the privilege of leaving the name of his beneficiary open for a time. She lives uptown.

Geo W Kinney, of Kinney & Levan, Cleveland, is in town, and is registered at the Gregorian. He reports an excellent business.

Harry S. Clarke came home on Monday from his long Western trip and is very happy over the result of his endeavors in placing goods for Robt Slimmon & Co.

T. T. Fryer, who travels through New York, Pennsylvania and a portion of Ohio for the Tajimi Trading Co., has been spending a few days in town. Mr. Fryer came here at the expiration of a road jaunt lasting three months.

Harry Klaus, with Hunter, Tupper & Co., Syracuse, N. Y., made a hurried trip to this city last week. business is rushing with him.

Fred Seegers, with the E. M. Knowles China Co., and H. G. Mills, with the K. T. & K. Co., left on Sunday night for visits to East Liverpool.

F. I. Blakemann, of Blakemann & Henderson, who has been abroad making purchases, arrived home on the Minnetonka Monday.

Following a trip to the Pacific Coast, H. H. Thomas, head of the Merchants' Importing Co , of Chicago, came on to New York last week. He remained here several days.

Geo. T. Jackson has been admitted to membership in the Liberty Cut Glass Co., Hammonton, N. J , which firm he has represented in a selling capacity during the past year or more. Mr. Jackson was formerly a buyer of crockery and glass in Philadelphia retail houses.

Benj. Heastand has returned to his home in San Francisco after a visit to the factory in Moundsville, W. Va., of the Fostoria Glass Co., whom he represents on the Pacific Coast.

Alfred G. Moment, the French china importer, came home this week from a trip West which included most of the large cities east of the Mississippi river. He says the West is hungry for goods

A postal-card mailed to us from the Iroquois Hotel, Buffalo N. Y., recently contained these signatures: Thos. Smallwood, Jr , with G. D A.; Edw. Ross, with Haviland & Co ; Fred Rogers, with Borgfeldt & Co.; Justic Tharaud, with Endemann & Churchill; and Alfred G. Moment, the French china importer. Buffalo, apparently, is not suffering from want of attention by the "boys" this year.

V. Nishiura, general manager of the American branch of the Tajimi Trading Co., was in New York for a couple of days last week.

After an eight weeks' jaunt through New England with the Consolidated Lamp and Glass Co.'s samples, Wm. D. Dougherty returned home a few days ago

Justin Tharaud, with Endemann & Churchill, was home for Thanksgiving after an extended tour of the West. He left again on Sunday to make a brief tour through New York State.

Elmer I. Hughes leaves the traveling corps of John Davison at the close of the present year in order to associate himself with the Ceramic Importing Co His territory with the latter concern will be very extensive.

David Kaufman, now with the Oriole, Baltimore, is reported to have made an engagement with D. Roller, on Lexington avenue in the same city. He will assume his new duties January 1.

R. E. L. Wells leaves on Saturday for a trip to the Pacific Coast in the interest of L. Straus & Sons. He expects to be gone about two months He will miss his Christmas dinner at home, but hopes to be compensated by the fact that this is his first trip to the Far West.

Henry Witte, of Bawo & Dotter, sailed from Europe on the Kronprinz Wilhelm last Tuesday and is expected here next Tuesday. Paul Straub and wife are passengers on the Kaiserin Auguste Victoria, due to arrive Saturday next.

Geo E Gundlach has established himself as a manufacturers' agent in Baltimore and will represent Taylor, Smith & Taylor Co., the D. E. McNicol Pottery Co., the Anchor Pottery Co. T. E. Godwin, an old-time crockery boy, will have lines of glass and lamps. They intend to cover the South from Pennsylvania to Florida.

C. C. Hutchinson, formerly buyer for the New England Furniture and Carpet Co., Minneapolis, but who is now engaged in mining operations in Alaska, was a visitor to New York this week. He gives a graphic description of the property and its future, and is loud in his praise of the climate, which he says is warmer than that of New York. The lowest temperature registered in seven years was eight degrees above zero. Mr. Hutchinson still makes his home in Minneapolis, but has recently returned from a visit to the "Frozen North."

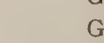
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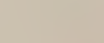
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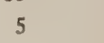
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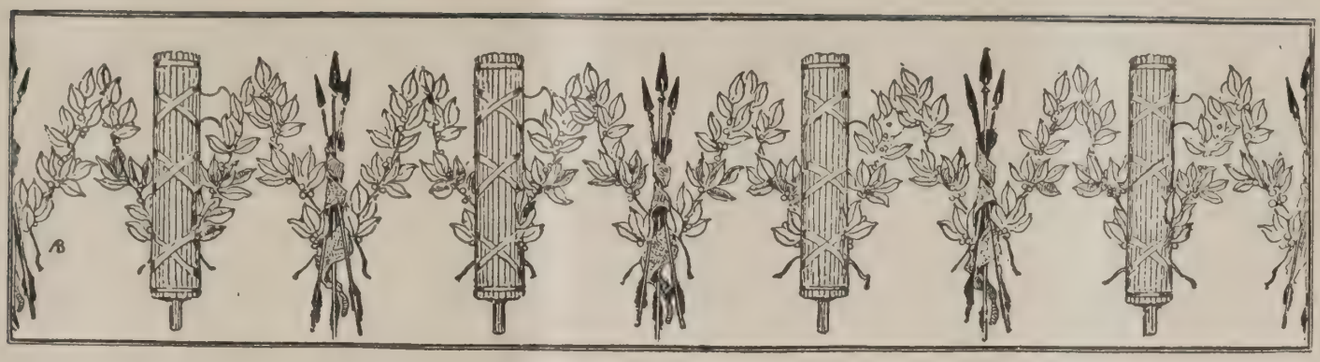


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ANNUAL CONVENTION OF UNITED STATES POTTERS' ASSOCIATION.

Statistical Report Shows 1906 to be the Greatest Year in the American History of the Industry. To Make an Exhibit at Jamestown. Jas. Pass Elected President.

MEMBERS of the United States Potters' Association met in annual session on Tuesday and Wednesday at the Hotel Raleigh in Washington, D C It was the twenty-eighth meeting of the association. Because of the delay in arrival of the Trenton manufacturers, no morning session took place on Tuesday, the opening being deferred until 2:30 o'clock in the afternoon. The following responded to the roll-call:

ACTIVE MEMBERS.

Edwin Bennett Pottery Co., represented by Henry Brunt and Edwin Bennett; Brockman Pottery Co., represented by Edward A. Brockman; Buffalo Pottery Co., Lew H. Bown and W. J. Rea; Carrollton Pottery Co., E. J. Henderson; Cartwright Bros. Pottery Co., John T. Cartwright; Colonial Co., represented by H. P. Knoblock and G. W. Meredith; Cook Pottery Co., represented by Charles Howell Cook; East Liverpool Potteries Co, represented by N. A. Frederick; Goodwin Pottery Co., represented by Geo. S. Goodwin; Hall China Co., represented by R. T. Hall; Harker Pottery Co., represented by H. N. Harker; D. F. Haynes & Son, represented by Frank R. Haynes; Iroquois China Co., represented by C. B. Cory; International Pottery Co., represented by A. G. Dale; Edwin M. Knowles China Co., represented by Edwin M. Knowles; Knowles, Taylor & Knowles Co., represented by John N. Taylor and Jos. G. Lee; Homer Laughlin China Co,, represented by W. E. Wells, L. I. and C. I. Aaron; Mayer Pottery Co., represented by Jos. Mayer; Mercer Pottery Co., represented by John M. Pope; National China Co., represented by J. F. Warner; Owen China Co., represented by E. J. Owen; Pope-Gosser China Co., represented by J. Bentley Pope and Chas. F. Gosser; Potters' Co-operative Co., represented by H. A. and T. A. McNicol; Sevres China Co., represented by H. A. Keffer; Smith-Phillips China Co., represented by J. T. Smith and Will Phillips; Steubenville Pottery Co., represented by H. D. Wintringer; Trenton Potteries Co., represented by Robert M. Fielder; C. C. Thompson Pottery Co., represented by Geo. C. Thompson; West End Pottery Co., represented by Geo. Ashbough; Wheeling Potteries Co., Chas W. Franzheim; Willets M'f'g. Co., represented by Daniel Willets; Taylor, Smith & Taylor Co., represented by Wm. L. Smith; Huntington China Co., represented by H. R. Wyllie.

ASSOCIATE MEMBERS.

Roessler & Hasslacher Chemical Co., represented by J. Malsch; Palm, Fechteler & Co., represented by P. E. Moller and R. S. Miller; Pacific Borax Co., represented by H. L. Harris; Potters Supply Co., represented by Edwin M. Knowles; National Lead and Oil Co., represented by H. M. Preston; Pennsylvania Feldspar Co., represented by J. Harry Worth; American Pottery Supply Co., represented by E. F. Hanna; Dover Fire Brick Co., represented by F. C. Preston; Rudolf Gaertner.

HONORARY MEMBERS.

Glass & Pottery World, represented by A. S. Porter; China, Glass & Lamps, represented by J. G. Kaufmann; Crockery & Glass Journal, represented by Thos. F. Waldron.

ADDRESS OF PRESIDENT WELLS

If volume of business alone means prosperity to the American potter, the members of this Association have abundant reason for feeling satisfied with the results of the year just closing. The generally excellent business condition of the country, and the unprecedented demand for all classes of merchandise, have resulted to the advantage of the potters to the extent that a larger output has been manufactured and sold, than ever before. It is also reasonable to assume the profits will show an average increase over recent years; but if this is true it is due to the fact that plants have been operated close to 100 per cent capacity, and not to any legitimate margin of profit the present range of selling prices would represent under ordinary business conditions. It is obvious to every potter that prices are dangerously near to cost, and were the demand less vigorous and production less active there would be many potteries operated without gain, and some at an actual loss.

During the period of general prosperity covered by the last seven years the prices of all other important manufactured products have advanced all the way from 25 per cent to 100 per cent, and in all these lines the manufacturers and workmen have prospered proportionately; while in our business the prices of materials and supplies are now, and have been, continually increasing, yet the product is sold below the prices prevailing in 1900, or at any other time except the short period of demoralization early in 1905.

While it is not within the province of this Associa-

tion to attempt to regulate or control selling prices, it is proper that we should take cognizance of all conditions and influences bearing upon them, and determine whether the present unfortunate situation is due to any failure upon the part of the American potter to take advantage of his opportunities, or whether it is due to conditions altogether beyond his control.

There is a strong sentiment among our members that some organized attempt should be made to obtain legitimate prices, and many important dealers express themselves as equally anxious that steps be taken to insure more reasonable profits to themselves as well as to the manufacturers of domestic pottery, but I fear the regulation of prices is no longer in our hands to any great extent.

In view of the astonishing increase in the volume of importation from Germany and Japan, in view of the fact that the pottery from these countries is approaching closer and closer in style and quality to the American product, and is being sold at prices as attractive as even the present low figures on our goods, we have left slight opportunity to advance the scale.

While I have always been an earnest advocate of uniform action in the matter of establishing prices, I am almost converted to the opinion, after two years of a wide-open market, that any plan that ties our hands and leaves our great competitors from the other side free to do as they please, is of more benefit to them than it is to us. What is the use of attempting this if the moment it is done the demand for the American product goes down, and that for the foreign product goes up?

The time was not so long ago when England was our chief competitor. She enjoyed for a long period the bulk of the business of this country, and she in a sense deserved it, for until within the last seven or eight years her product was in the main superior in quality to that made in America. England has always been a fair and honorable competitor, and seldom has been suspected of any attempt to evade the full duties imposed by Uncle Sam. The present tariff was adjusted mainly with the idea of affording protection against that country, and was reasonable. Since the quality of American pottery has been so greatly improved, we have no longer anything to fear from a comparison with English wares, and since the tariff provides a sufficient differential to overcome the excess of American over English wages, we can hold our own against that country.

But at the time the tariff was last adjusted, it was not anticipated that our market should be so soon overwhelmed by countries where the average rate of wages is much under that of England, and that tariff which was sufficient to afford reasonable protection against our main competitor, is wholly inadequate as against Germany and Japan.

The tariff provisionists may find some reason for their views in our lines of production, but they certainly cannot find it in the pottery situation. I am in favor of revision of tariff on pottery, but if that revision is to meet present conditions, and to hold the trade for the domestic producer, and keeps the American workmen employed, that tariff should be revised "up" and not "down."

There can be no doubt of the progressiveness, ability and devotion to his business of the American potter. This has been fully demonstrated by the progress made in the face of difficulties, but he cannot overcome the limitation of labor cost, which to the German potter is only from one-sixth to one-quarter what it is in this country.

The markets of Central Europe are no longer remote, in fact they are right at our door. Not only are our dealers given abundant opportunity to buy these cheap lines of pottery at home, but the trip to Europe can now be so easily, comfortably and quickly made that many of the dealers think no more of going to Germany to select goods than they do of going to Trenton or East Liverpool. In fact there is a suspicion that some of them even rather prefer it. Goods come over promptly, and the one great advantage we once enjoyed of quick deliveries, is growing less and less every year.

Although the receipts from Japan are not of volume sufficient to seriously curtail the sale of American goods, yet they are increasing at such a phenomenal rate that there is grave reason to fear these goods may eventually become a more serious menace than those of European manufacture. That these statements are not a bugbear is readily shown by the statistics. When the last tariff bill was passed the dutiable value of importations from Germany was about $2,000,000 per annum, or in the neighborhood of 25 per cent of the total. It was for the year ending June 30th, 1906, $5,100,000, or 40 per cent of the total.

Seven years ago receipts from Japan were hardly an item. For the year ending June 30th, 1904, they were $716,000. In two years they have increased more than 100 per cent, until for the year ending June 30th, 1906, they were $1,530,000.

Furthermore we are constantly confronted with the problem of under-valuation on German and Japanese goods. It is not possible to fix a standard of value that will measure accurately the worth of all classes of such wares. There is no living man whose knowledge of pottery costs and market conditions is so exhaustless, that he can accurately pass judgment on the value of all the endless variety of ceramic products that enter our ports from all countries of the world. It is impossible that any inspector should detect or suspect any but the most flagrant instances of violation of tariff regulations. In the majority of cases the invoice certified by a Consul who has not the remotest conception of real value, must be accepted as the final and only evidence. This affords a dangerous temptation to the foreign shipper, who, without being deliberately dishonest, can readily formulate excuses satisfactory to himself, for not invoicing at the price at which the goods are generally quoted and freely sold in his home marekt, as the law stipulates.

Owing to the endless and complicated variety of styles from the two countries above mentioned, the opportunity for passing erroneous values is greater than from any other country, and there is a well grounded suspicion that advantage has been freely taken of this fact in some quarters.

This situation is still more serious since Americans are turning their attention more and more to the production of novelties, that until a few years ago came almost entirely from Germany.

The exhibit of last year proved quite a revelation to our own people as to the progress and developement of this branch of the industry. As a consequence these lines have been during the past year, greatly extended and improved until they have now become a feature of much importance. With a fair field and an equal opportunity, we should control a large percentage of this market.

We possess the skill, the energy and the patience, but we can never, while European low wages and American high wages prevail, overcome to any material extent, the barrier of price.

It resolves itself into the old axiom that Congress in treating this subject has three options. It can give us the market and our workmen European wages; or it can give us the tariff and our workmen American wages; or it can give the market to Europe, and our workmen no wages.

We believe we have made good in our industry, and that we deserve such protection as will enable us to conduct our business at a margin of profit comparable with that earned in other lines of manufacture of equal importance.

The American potters are continually criticised because they do not more extensively manufacture the high grades of china, porcelain and art goods, and

the impression is general that such goods are not largely made here because of a lack of enterprise or ability.

Nothing could be further from the real reason, as every one who is informed knows we can reproduce here any line of commercial pottery offered in the world's markets; but labor is a still larger element in the cost of the finer grades than it is in the more ordinary lines. It is so large in comparison with foreign cost as to be practically prohibitive. Under present wages, and under present duties we can never compete in the finest grades, nor can we expect, while these conditions prevail, that this branch of the business will be largely developed in this country.

There is no better evidence of this than the well-known fact that foreign manufacturers, whose sales are almost exclusively in America, have from time to time come to this country to investigate the advisability of establishing their plants here, but have always abandoned the idea after becoming familiar with labor conditions. It is a further fact that some of the best known and most prosperous potters of Europe who market their goods in this country, are men who left this country for the specific purpose of embarking in the business of making pottery under more favorable conditions than those afforded in America.

During the year all our plants, I believe, have been operated under the wages and conditions specified by the Philadelphia agreement of October 1905, which will continue in force until October 1907.

There has been no disturbance of the labor situation worthy of note except the refusal of the sagger makers and turners of Trenton to accept and to work under the conditions of the uniform scale as agreed to by their authorized representatives. This resulted in closing some of the Trenton potteries for a short period, during which the workmen refused to recognize the authority of the Eastern officers of the Brotherhood. It was only after the National President of the N. B. of O. P., was called from East Liverpool that the trouble was adjusted, and even he was compelled to resort to extreme measurs to bring the rebellious members of the Brotherhood to a realization of the force and meaning of an agreement to which their organization was a party.

While there is no question that the officers of the labor organization were sincere in their efforts to prevent this occurrence, yet it should not be lost sight of when future agreements are to be made, as indicating a possibility that the rank and file of the Brotherhood may cause serious trouble by refusing to accept the terms of an agreement entered into by their representatives.

In view of this situation, and of the persistent attitude of opposition as on the part of the workmen to the time limit of kiln placing and dipping, I addressed the following letter to Mr. T. J. Duffy, President of the N. B. and O. P., on July 6th, last.

"Owing to the decided feeling of dissatisfaction on the part of many members of the United States Potters Association, on account of the violation of labor agreement by some of your locals, and on account of the difficulty encountered in introducing some of the rules, I feel it my duty as President of that Association to bring the subject before you. At the time the last agreement was entered into at Philadelphia, it was assumed that the representatives of both parties to the agreement were vested with full power to act by their principals, and that both manufacturers and employees would live up to that agreement in letter and in spirit.

It has therefore been a matter of surprise and regret that violent opposition has been encountered in introducing some of the rules, especially that applying to the time limit of kiln placing.

The manufacturers were unanimous in desiring that some plan be introduced to guarantee less speed and greater care, and they were led to believe that many of the workmen coincided on this point. The manufacturers practically all made an earnest effort to introduce and enforce the rule, but the opposition to it from the kilnmen has been vigorous, persistent, unreasonable and almost universal. They have hammered at this so hard that I am reliably informed they have defeated it at every plant in the country with three of four exceptions. In the case of these exceptions the firms have succeeded in enforcing the rule only by the adoption of the most severe methods, and some of the kilnmen at these plants openly declare they are imposed upon by the enforcement of the rule.

There has been some criticism of the manufacturers by members of the Brotherhood because they did not more generally insist upon the kilnmen working to the time limit, but this criticism is unreasonable and unjust. The manufacturers have a right to assume when they enter into an agreement with the Brotherhood, that the conditions thereto will be cheerfully lived up to, and that they shall not be obliged to fight in order to obtain what you have agreed to give them. There is no instance on record where the workmen have been obliged to use extreme measures to obtain from them the manufacturers any point granted in a joint agreement.

But serious as is this situation with the kilnmen, it has not caused the same discontent as the recent instances at Trenton where sagger makers and turners deliberately struck in direct violation of the agreement, causing the closing down, and great inconvenience, of one or more factories.

The Trenton manufacturers were reluctant to accept the uniform scale, as they questioned the ability of the Brotherhood to control its own people, and it appears that these recent incidents have justified that opinion.

Personally I believe that theoretically at least, the ideal way in which to handle wages and conditions in an industry as great and important as ours, is through joint agreement between the representatives of the manufacturers, and the men, but if both sides cannot depend upon the absolute good faith of the other; if these agreements are to be binding only on one side, while the other is to disregard them and oppose them at will, the time used in making such agreements is wasted, and it will be idle to consider such a plan in future.

I feel confident, from expressions of manufacturers generally, that if another agreement is proposed at the expiration of the present one, the manufacturers will insist upon a guarantee of good faith on both sides, in the form of a substantial cash deposit which shall be forfeited in case of violation.

It seems to me a pity that there is not sufficient honor on both sides to justify us in dealing upon honor as we have always done in the past, and no one can regret more sincerely than I that upon the very first occasion where any concession has been made the manufacturer in any agreement, we should encounter a totally unsuspected attitude on the part of the men, showing a disrespect to their own officers and organization, and a total lack of conception of the force and character of an honorable agreement."

The attitude of the kilnmen referred to in the foregoing letter is just as antagonistic to-day toward the enforcement of the time limit as it was when that letter was written, and it is still true in a majority of factories that the rule is a dead letter because of that opposition.

This is the only concession of any importance ever granted the manufacturers by the Brotherhood, against a large number which they have received from the manufacturers during the course of the past five years. Every concession granted them has been exacted to the last minute and to the last penny, but just as soon as the workmen are called upon to concede a point we encounter a spirit of inexcusable unfairness totally unexpected.

While I have always been an earnest advocate of joint trade agreements covering wages and labor conditions, I should insist that the game be fair. I maintain that the Brotherhood has now lost its standing with the manufacturers, and has no further right to expect to deal with

this Association as a body until such time as the kilnmen voluntarily acquiesce in a strict interpretation of the time limit rule.

I desire to renew my recommendation that a permanent Labor Committee be appointed by this Association. Before our next annual meeting the present wage agreement will expire, and the question must be met of a renewal or a revision. This should be the work of a strong committee, and they cannot begin too soon their preparation to meet the propositions from the other side.

During the course of the year there has been much agitation of the subject of the abolition of package charges, and I have conducted rather a lengthy correspondence with representatives of the Jobbers' Association, and others who have addressed me in my official capacity, as to the probable attitude of our Association on this matter. Believing that a large majority of you coincide in my opinion that the objections to this change are much more numerous and important than its points of advantage, I have expressed my conviction that the manufacturers would be strongly opposed to it, and have stated my reasons for this opinion. I promised, however, to bring the matter to your attention at this time, and I now recommend that this body express itself on the subject one way or the other.

The reports to be submitted by the various important committees will indicate they have been actively and faithfully at work throughout the year, and have accomplished the work laid out for them by the Association. In discussing the matters they will place before you, we are assured of a busy, interesting and profitable convention, and it is hardly necessary that I recommend that each one shall lend himself heartily to the work before us.

In nearing the end of my services as president of this Association, I desire to express my sincere thanks to the officers, committees and members, for the unfailing and cheerful co-operation they have given me throughout my term of office, as to this can be attributed wholly whatever success has attended our various undertakings. For my successor, whoever he may be, I solicit that same enthusiastic support, which if maintained will guarantee to this Association many years of continued vigor and usefulness.

REPORT OF EXECUTIVE COMMITTEE.

Wednesday morning's session was brief, being occupied almost wholly in the reading of the executive committee's report. The purport of this report was a protest against the "extreme measures that are being made to have the administrative features of our tariff laws changed." It declared that the demand for revision was coming especially from Germany, and followed with this expression: "We look with great alarm on this well-planned and insidious attack on the very centre of our protective system, for should they succeed, the effect would be the wide opening of the doors for undervaluation, and, therefore, the collecting of a nominal, instead of a protective, duty."

The report urged the continuance of the association's work along these lines and recommended, further, that an assessment of $25 per ware kiln be made on every kiln represented by the association, so that the work may be properly and successfully prosecuted.

ART AND DESIGN COMMITTEE'S REPORT

As a direct result of the recommendation included in the report of the art and design committee, the association decided on Wednesday to prepare an exhibit for the Jamestown Exposition. An option has been secured on a space of about 280 square feet, prominently located on the centre aisle of the Manufacturer and Liberal Arts building. The ware is to be positioned in glass cases and it is hoped to obtain pieces from at least twenty-five different plants It is quite likely that a large portion if not all of the present exhibit at the Hotel Raleigh will be transferred to Jamestown. This is the first exposition since the Chicago World's Fair that will have contained a representative exhibit of American pottery.

This report by the art and design committee urged greater publicity on the part of the American manufacturers in an effort to demonstrate what the factories on this side of the Atlantic are capable of. Since last year, the report stated, specimens from twelve or fifteen factories have been added to the collection in the Ceramic Gallery of the National Museum in Washington. As a consequence the domestic exhibit in this institution, formerly overshadowed by that from European potteries, now favorably compares with the latter. Lack of space in the present building occupied by the Museum prohibits the addition of many more pieces, but the committee has received assurances that when the new structure is completed the opportunity will be offered for an unusually large display.

"This Museum feature," advises the report, "is one which is capable of great expansion and would prove of very great advantage to our industry. There are many local museums in different sections of the country which would gladly welcome small representative exhibits of American-made pottery, and all of these would be well used for the demonstration of the fact that creditable and desirable wares can and are being made in America. The education of the public to this fact cannot but help increase the demand for our products. Our 1905 exhibition was taken from here at the close of our convention and placed on display in the Lecture Hall of the National Museum, where it was seen daily by a large number of visitors from all sections of the country It was also instrumental in increasing the interest of the Museum officials in our industry, and has led Dr. Marcus Benjamin, editor of the National Museum reports and publications, to write up a very interesting and able article on 'American Pottery' for the census reports."

The report further impressed the manufacturers with the necessity of closer attention to the artistic qualities of their product. The average "head decorator," it contended, is not capable of producing good designs from the artistic viewpoint, and the employment of capable and thoroughly educated designers to create shapes and decorations was strongly advised.

REPORT OF COMMITTEE ON STATISTICS.

That all former records in the production of general ware by domestic factories have been eclipsed this year is indicated by the report of the statistical committee, composed of Louis I. Aaron, H. D. Wintringer and George W. Ashbaugh. The figures for 1906 are of course based largely upon estimate, but the sources from which

they were obtained are so unvaryingly accurate that they may be accepted without skepticism. This year's output will reach close to $16,000,000, representing an increase over the previous year of nearly a million dollars. In view of the low range of prices prevailing and the fact that there has been a loss rather than an advance in the number of kilns in operation, the magnitude of the production demonstrates that nearly all of the factories have been operating up to their utmost capacity. The record-breaking figures are still more surprising when one considers the serious difficulty experienced by many of the East Liverpool potteries in firing kilns because of the partial collapse of the natural gas supply. The immensity of this year's production may be best appreciated by a comparison with the figures, for the four preceding years, which are herewith given:

	1902	19903	1904	1905
R. & Y. Ware.....	$211,000	$326,000	$320,310	$260,109
C. C. Ware.....	1,816,000	1,352,000	955,704	1,225,639
W. G. & S. P. Ware	10,555,000	11,141,000	10,836,117	11,970,975
China	1,219,000	1,758,000	1,926,133	1,553,730
Gen'l Ware total...	$13,801,000	$14,577,000	$14,098,254	$15,015,543

The report also calls attention to the progress in America sanitary ware, two-thirds of which is produced in Trenton. This year there has been a gain of twenty-two per cent over 1905. The figures since and including 1901 follow:

	Domestic Production	Producers
1901.....	$2,877,689	19
1902.....	3,560,662	31
1903.....	3,517,263	30
1904.....	3,760,375	31
1905.....	4,597,145	32

Reference is also made in the report to the increase in this country of electrical porcelain. In 1905 the output was $2,253,000 against $1,433,000 for 1904, an advance of $820,000 or fifty-seven per cent.

The geographical distribution of the American general ware, potteries, kiln capacity and production for 1905, are shown by the following table:

	Potteries	Kilns	Production in 1905
Ohio	52	366	$9,300,000
New Jersey	11	101	2,600,000
Pennsylvania	9	61	700,000
West Virginia	7	55	900,000
Other States	9	55	1,500,000

The total pottery production for the two great centers, Trenton and East Liverpool, including sanitary and electrical supplies, is given as follows for 1905.

Trenton	$6,169,800
East Liverpool.....	5,986,000

Another table embodied in the report shows the total importations for the past seven years, amount of duty paid thereon and the total cost laid down at port of entry, duty added, as follows:

	Foreign Val.	Duty	Total Cost	American Prod'n
1900...	$ 8,646,223	$5,043,426	$13,689,649	$12,000,000
1901...	9,350,320	5,455,819	14,806,739	12,975,000
1902...	9,680,156	5,646,434	15,326,590	13,801,000
1903...	10,512,052	6,202,110	16,714,162	14,577,000
1904...	12,005,008	7,082,954	19,087,962	14,098,000
1905...	11,659,723	6,936,300	18,596,053	15,000,000
1906...	12,877,528	7,600,000	20,479,528	15,750,000

REPORT OF TRANSPORTATION COMMITTEE.

In the repot of the transportation committee, made up of H. P. Knoblock, Geo. C. Thompson, W. L. Taylor, John A. Campbell, Daniel Willets and John Maddock, allusion is made to the passage by Congress of the Rate Regulation Bill, giving power to the Inter-State Commerce Commission to regulate freight rates. The report says:

"We have been reliably informed by the general freight agents who have interested themselves to a great extent in having the rate on foreign-made pottery advanced to take the same classification and rates as American-made goods, that this will go into effect not later than January 1, 1907, and that the foreign manufacturers will then have to pay freight on the same basis and classification from the seaboard that the American potters now pay to interior points in the United States and these foreign goods and freight rates will be under the jurisdiction of the Freight Regulation Law and the Interstate Commerce Commission. This will apply not only to freight rates but to classification as well."

The committee also pointed out the injury being suffered by the manufacturers of pottery because of "extremely slow deliveries." Expressions on this matter from the various concerns were some time ago solicited and all of them, with the exception of the Baltimore and Wheeling firms, claimed that they were receiving poor service in this regard. The report then goes on:

"The average shipment of pottery from the different potteries in the United States does not travel to-day by rail more than sixty-five miles for every twenty-four hours, and yet in consulting the schedule of through freight trains, we find that they travel at the rate of from three hundred and fifty to four hundred miles every day of twenty-four hours. What is the remedy? It has been suggested by a number of manufacturers and jobbers' associations that this subject be placed before our Congressmen and Senators in such a manner as to show them the abuse by the railroad companies in these slow deliveries.

The committee then presented a resolution, which was endorsed by the convention, that seeks to remedy this difficulty. The resolution pledges the association to forward by all lawful means the enactment by Congress of an act "to empower the Interstate Commerce Commission to issue a rule to all railroads requiring a time limit on all interstate shipments conforming to length of haul and with a percentage of discount on freight bill, payable to consignee, for each twenty-four hours delay beyond the daily movement prescribed by the Commission."

REPORT OF HISTORICAL COMMITTEE.

The historical committee's report referred at some length to the westward movement of the general ware factories and employed, as an example, the fact that during the past year Charles Howell Cook, has removed one of his factories from Trenton to Kittanning, Pa.; that the Glasgow pottery has been purchased by Thos. Moddock's Sons Co., and is to be used hereafter for sanitary production; and that the Maddock Pottery Co. has discontinued the manufacture of general ware and will in the future produce only vitrified china. Referring to the new pottery in Newell, the report expressed the opinion that there was room for even so gigantic an acquisition because of the closing down either partially or wholly of so many other potteries in recent years. Says the report:

"The scarcity of labor and the inadequate apprentice system now in vogue, have caused manufacturers some trouble and the future looks anything but bright. If the industry is to expand as it should a radical change in the apprentice system is absolutely necessary, by reason of the fact that the present status of the industry will more than absorb all the skilled labor that the present system of apprenticeship will produce."

Commenting on the shortage of natural glass as a fuel for kiln-firing in Western potteries and the return to the use of coal, the report expresses this belief:

"In the near future artificial gas will be made so cheaply that it will take the place of coal for all manufacturing purposes. It has been practically demonstrated in foreign countries that it is possible from both a scientific and commercial standpoint to produce artificial gas to be used as a substitute for coal."

In closing, the report touched upon the deaths of not only the Messrs. Cartwright and J. E. Jeffords but also "Tom" Donoher, to whose memory was paid a pretty compliment. The report was prepared and read by Henry Brunt.

The election of officers did not occur until near the close of the convention on Wednesday. Jas. Pass,

of the Onondaga Pottery Co, was the unanimous choice for president. Mr Pass was not present to accept the honor, being in Europe for the purpose of recreation and improved health. The results of the election follow:

James Pass, president
Geo. C. Thompson, first vice-president.
Jos. Mayer, second vice president.
Geo. S Goodwin, treasurer.
H A Keffer, secretary.

COMMITTEES.

Executive—William Burgess, Chairman; Col John N Taylor, Charles W Franzheim, W L Smith, Charles Howell Cook, Daniel Willetts, N A Frederick, George C Thompson, H A McNicol

Art and Design—I Bentley Pope, Chairman; Robert T Hall, F R Hayne, John M Pope, L H Bown, C Mertz Franzheim.

Membership—James E Norris, Chairman; John T Cartwright, W W Harker, Charles C Ashbaugh.

Selling Price—Charles W Franzheim, Chairman; A G Dale, Charles Howell Cook, Charles I Aaron, John N Taylor, J T Smith.

Reception—W L Smith, Chairman; Edwin M Knowles, Jno A Campbell

Kiln and Fuel—M Callear, Chairman; Charles Maddock, J T Moore, H N Harker, C Bertram Corey, E J Owens Fred Gilkyson.

Historical—Henry Brunt.

Transportation—H P Knoblock, Chairman; John A Campbell, John Maddock, George C Thompson, Daniel Willetts, T A McNicol.

Statistics—Louis I Aaron, Chairman; J R Warner, H D Wintringer, Thomas Carr, Homer J Taylor. George W Ashbaugh.

Auditing—H H Knowles, Chairman; James E. Norris, Thomas A McNicol.

Machinery—Joseph G Lee, Chairman; John S Goodwin, W S Brunt, Patrick McNicol, O C Vodrey, Frank A Sebring, E J Owen.

An important and significant step was taken on Wednesday when the appointment of a permanent labor committee was determined upon. Heretofore all labor problems have been settled through special committees. But the criticism of certain operatives affiliated with the N B. O P., embodied in President Wells' address, has provoked the association to a greater degree of aggressiveness in this matter. This labor committee will not be privileged to make a final adjustment of questions that may demand its attention, but must after its conferences with the labor representatives report its impressions to the executive committee for settlement.

At the suggestion of President Wells, committees were appointed to draw up resolutions of respect to the memory of the late Wm. Cartwright, Samuel P. Cartwright, J. E. Jeffords, and Geo. L. Smith, who died during the year. With the exception of Mr. Smith, they were members of the association. The committees follow: For Wm. Cartwright: Geo. S. Goodwin, Jos. G. Lee and H. N. Harker: For S. P. Cartwright; B. C. Simms, N. A. Frederick and John N. Taylor: For J. E. Jeffords; Wm. Burgess, Henry Brunt and Geo. C. Thompson; For Geo. L. Smith: W. W. Harker, Thos. A. McNicol and Edwin M. Knowles.

POTTERY EXHIBIT.

While the number of firms represented and pieces shown are slightly below the total of last year, the exhibit of specimens from American potteries this week far excels that of 1905. The artistic merit in both forms and decorations, the latter particularly, evidences an improvement in one brief year that more than ever emphasizes the great results of which the domestic manufacturers are capable. As before, the display has occupied a large reception room on the first floor of the Hotel Raleigh. There have been numerous visitors, but not as many as would surely have inspected the exhibit had the fact of its being open for the public been properly exploited in the local newspapers. The exhibitors and the items shown follow:

Cook Pottery Co.—Two large jardinieres, vases, Crown Derby tankard set, tobacco jar and plate, underglaze plates.

Hampshire Pottery—Matt green and blue vases and fern dish.

Columbus Pottery Co.—Brown tinted stein set, with animal decoration and matt gold handles.

Gates Potteries Co.—Two Teco jardinieres.

Sevres China Co.—Hand-painted jugs and vases, covered dish, tray, cups and saucers, covered butter, hotel china.

S. A. Weller—Matt green jardinieres and vases, matt russet jardinieres, Eocean and Sicardo vases.

Edwin Bennett Pottery Co.—Jardiniere and pedestal, smokers' novelties, odd covered dish, souvenir plates, vases, jugs and tankards.

Pope-Gosser China Co.—Plaques with head, game and floral subjects, vases, tankards, silver-decorated blue vases.

Wheatley Pottery Co.—Matt, russet, blue and green jardinieres and vases.

Buffalo Pottery Co.—Underglaze jugs and plates in colors and plain prints.

Homer Laughlin China Co.—Twenty vases exploiting different decorative types, jugs and plaques.

Norse Pottery Co.—Reproductions of ancient Scandinavian pottery in jars, vases, candlesticks, hanging-baskets, etc.

Knowles, Taylor & Knowles Co.—Dinner set, with pink floral and matt gold pattern, tobacco jar.

D. F. Haynes & Son—Jardiniere and pedestal, fern-dish, cuspidor, vase, ewer, jug and tankard.

Potters' Co-Operative Co.—Bouillon with three ox-heads in colors projecting from its sides.

American China Co.—Dinnerware, candlesticks, vases, creamer, Thope, Sheba and Jomes art pieces.

Clifton Art Pottery—Crystal Patina vases.

International Pottery Co.—Underglaze jardinieres, underglaze blue and raised paste plates and plaques.

Onondaga Pottery Co.—Teapots, sugars and creamers, cups and saucers, dinnerware, hotel china.

Iroquois China Co.—Gold and white plates, cups and saucers, blue and gold platter, covered dish, bowl.

Willets Mfg. Co.—One dozen belleek bread and butter plates.

THE BANQUET.

There were ninety-eight guests at the banquet on Wednesday evening. Five of this number did not enter the banquet hall of the Raleigh until long after the last course had been succeeded by the invariable perfecto. In fact, one Congressional representative, Jas Tawney, was responding to a toast when the door at the rear of the hall quietly opened and the belated five arrived. Someone spied "Uncle Joe" Cannon in the group and let forth a howl that abruptly choked off the Tawney speech and brought the diners to their feet in deference to the Speaker of the House "Uncle Joe's" eyes glistened suspiciously when the party made him the objective for "He's a Jolly Good Fellow." The venerable gentleman was called upon by

Toastmaster Wells very soon after seating himself and he delivered a characteristic speech, in the course of which he alluded to an incident during his 'temporary leave of absence' from Congress, as he characterized his only defeat sixteen years ago. "You gentlemen," he said, "were holding your banquet in Chicago in 1890, and I, defeated and disconsolate, happened to be in that city at the same time. Somehow or other you found me and honored me, to my utter surprise and exultation, by an invitation to your dinner. It was like an oasis in the desert Never since have I missed any of your banquets, and I don't intend to as long as God spares me and you will permit me to come."

Then "Uncle Joe" referred to the early days of potting in this country, when jars, crocks and jugs were made of blue clay taken from the banks of the Wabash It was the only industry aside from agriculture that existed back in the forties in that section, and the currency was scarce "Instead of a customer calling for a quarter's worth or a dollar's worth of gum, calico or tar," said the speaker, "he or she would ask the shopkeeper for a crock's worth or a jar's worth of sugar or whatever was desired. Recollecting those conditions very clearly, I look upon you to night, gentlemen, and marvel at the wonderful progress that has been made by your industry."

Leslie M. Shaw, Secretary of the Treasury, provoked laughter at the very outset of his talk by acknowledging that he would "rather come to the potters' table to eat than go to the potters' field to sleep." He followed this up by drily remarking that it was always a source of pleasure for him to attend a non-partisan gathering. Mr. Shaw referred to his personal interest in the development of American pottery and urged a continued striving after the highest artistic ideals in the industry.

Despite the distinguished character of the statesmen who had preceded him in his speechmaking, Wm. V. Blake, mayor of East Liverpool, proved more than equal to the occasion when Toastmaster Wells unexpectedly called upon him. Mayor Blake referred to his early experience as a turner in Trenton and East Liverpool potteries and said his anceslors had been potters for over two hundred years. "In 1853, before the factory extension and compulsory education acts had become effective, I, at the age of eight years, was working at the bench in England from six o'clock in the morning until eight or nine o'clock at night," he said. My compensation reached the magnificent total of thirty-six cents a week. Then I came to this country and located first in Trenton, where I worked for some of the manufacturers who are here to night. 'Go West' was then a phrase fraught with delightful possibilities, and I went West That removal made it possible for me to become State Senator and then the Mayor of East Liverpool. Why shouldn't I, then, be proud of our country, our educational institutions, our factories and the enterprise of our citizens? And, quite important, too, I am exceedingly proud of East Liverpool. Her men may not be good looking, but her ladies are the handsomest, the tenderest and the most intelligent on the face of God's green,——" but the completion of the sentence was drowned in a roar of approval from the East Liverpool delegation.

The speech of United States Senator N. B Scott was occupied largely by a description of the purposes and benefits of the Glass Association, which the senator hoped would find emulation by the pottery manufacturers. He insisted that the potters ought to obtain better prices for their products, but that these could be made possible only by a coalition of interests and the elimination of petty jealousies.

There were many bright points in the talk by Congressman Littlefield, of Maine, during which he paid his respects to Samuel Gompers, who had so viciously attacked him during the last campaign.

After Mr. Wells had, in introducing Congressman Hepburn, of Iowa, proudly called attention to the fact that the latter was born in Wellsville, O., Mr. Hepburn straightfacedly "admitted the accusation" and followed it up by declaring that "in justification of myself I should explain that I escaped from both town and State in 1841 and found refuge in Iowa." No one laughed more heartily at this clever retort than Mr. Wells. The advancement, present condition and future possibilities of American labor was the theme of Mr. Hepburn's oration, and in it he fully justified Mr. Wells' statement at its close that "he is the greatest debater in the House to-day."

Congressman Tawney told the story of a convivial spirit who was being assisted home some time after midnight by an abstemious friend. The latter urged the intemperate one to change his habits, and finally observing a distillery in operation declared: "Charley, it must be evident to you by this time that you can't drink all the whiskey that the distilleries make." Charley poised himself on his heels for a second, glanced in the direction of the distillery, and then replied: "Mebbe not, Bill; but I m makin' 'em work nights."

Congressmen Jas. Watson, Francis W. Cushman, W. B Hubbard, Sereno E Payne, Chas H. Grosvenor and John Dalzell were others who spoke later in the evening.

PICKED UP IN THE CORRIDORS.

An early arrival on Tuesday morning was Congressman-elect Jas. Kennedy, as big, round and good-humored as ever. He mingled with the potters for a half hour and then hurried away to fulfil a legislative appointment.

It is the avowed intention of the members of the art and design committee to send the pottery exhibit that has been located in the Raleigh this week to the Jamestown Exposition. In this plan, they are said to have the sup-

port of nearly all of the manufacturers approached. If the idea is carried out, America's possibilities in ceramic production will for the first time be fittingly demonstrated at a national exposition.

Illness prevented Frank R. Haynes from reaching Washington in time to prepare the exhibit. But he had a capable substitute in Lew Bown, who coatless and vigorous, jumped into the breach and soon had the specimens positioned in good taste.

A vase possessing an unusual whiteness of color in the Pope-Gosser China Co.'s collection occasioned no end of comment. Speculation was rife as to what particular part of Europe the clay used in its manufacture came from until Mr. Pope came along and assured the astonished group that it was mined in Texas. Score another for the home product!

Mayor Wm. V. Blake came down from East Liverpool to not only keep his townsmen company, but likewise to renew his acquaintance with the representatives from Trenton, his former home. The years that have intervened since his leave-taking of Trenton have touched Mayor Blake's locks, with a becoming tone of gray, but they haven't affected the equanimity of his disposition. If, as the old saying goes, a man is only as old as he feels, the mayor has just about attained his majority.

It was a pretty tribute to a remarkable character which the manufacturers tendered to Edwin Bennett when that gentleman entered the meeting-room just before the session opened. All conversation ceased as the "Dean of American Potters" walked slowly toward a chair and then, as if by pre-arrangement, the assembled members began applauding. Mr. Bennett remained less than an hour and retired only after he had expressed his appreciation of the kindness accorded him.

The several members of the Trenton party did not reach Washington until about two hours after the scheduled time. This necessitated the abandonment of the forenoon session entirely. The delay of the Trentonians was attributable to an accident to the engine attached to their train. They arrived just in time to hear President Well's address, with which the meeting was opened at 2:30 o'clock.

Two new firms were added to the membership of the association. They were the Huntington China Co., represented by H. R. Wyllie, and the Dover Fire Brick Co., represented by F. C. Preston.

Scarcely a word was heard concerning the much-advertised plan of W. F. Weiss to form a selling and distributing agency in behalf of the American potters. Mr. Weiss failed to even put in an appearance and the manufacturers seem to regard the proposed combine as having been the creation largely of an industrious newspaper writer seeking to fill space at so much per column.

Many of the manufacturers whose factories are not represented this year in the pottery exhibit at the Raleigh advance as a reason for their failure to send specimens the fact that their fall business has been so heavy as to have prevented them from preparing suitable pieces. That explanation greatly softened the sting of the Art and Design Committee's disappointment.

President Roosevelt received the Association at the Executive Mansion exactly at noon on Wednesday. He made no speech, but contented himself with the bestowal of a smile, the proffer of a happy expression, and a warm grip of the hand as each member passed by. Congressman Kennedy, of Ohio, introduced the delegation to the President.



PRESIDENT-ELECT JAMES PASS.

Of the twenty-one potteries having specimens in the exhibit, six are not affiliated with the association. A late acquisition to the exhibit came from the inimitable Geo. E. Ohr, of Biloxi, Miss. Accompanying them was a characteristic Ohr letter, which the chairman of the art and design committee very kindly and very bravely volunteered to interpret.

A new exhibitor this year was the Iroquois China Co., which was represented by some very excellent specimens. A platter exploiting a mazarine blue edge treatment with a gold print as a verge elicited many favorable comments. Other pieces were clothed in white and gold and also filled-in red and mazarine blue effects that were equally attractive. The display fully emphasized the progress of this young institution.



Trenton. Col. E. C. Stahl, who is favorably remembered by the trade for his excellent talks at several banquets of the Pottery, Glass and Brass Salesmen's Association, went to Washington on Monday to plead the cause of J. F. Lein before Secretary of Commerce Metcalf. Lein, who was engaged to take charge of the Schramm toy factory here, is threatened with deportation on the ground that he came here under contract with the local concern. He had been in this country before, but went back to Germany after saving several hundred dollars with the idea of bringing his wife and five children back with him. The latter are detained at Ellis Island pending the disposition of Lein's case.

* *

Mr. Du Bois returned recently from a five months' road tour with samples from the Electrolytic Art Metal Co.

* *

Frank Williams, with the Jones, McDuffee & Stratton Co , was in town a few days ago and placed some very desirable orders for next year.

* *

Jas. E. Norris, of the Anchor pottery, has gone to Jamaica for a vacation of four weeks. Mr. Norris has not been feeling very well during the past few months as a direct result of too close application to business. His physician decided that a rest was the kind of tonic that Mr. Norris needed most, and the latter took his word for it.

Augusta, Ga. A determined effort is being made to have a pottery established in or near this city. The adaptability of Georgia clays for this purpose is generally admitted, but no one has yet come forth with the energy, experience and cash necessary to launch the enterprise. The Chamber of Commerce is urging the plan as vigorously as possible, and it was through the efforts of this body that a miniature pottery was erected on the grounds of the recently-concluded Georgia-Carolina fair. The object in building that small plant was to prove the desirability of local clays for pottery-making purposes. This fact has been proven beyond question, and now the Chamber of Commerce wants to hear from pottery promoters.

East Liverpool and Vicinity. East Liverpool is a pretty large place, and it would not be supposed that the absence of a few people would be noticed; and yet, take forty or more proprietors away from their works and it makes a decided difference in the appearance of the plants. Their absence does not interfere materially with the working of the various departments, however, which are being rushed to the fullest extent.

* *

Gratifying progress is being made in the preparation of new goods, and every week brings out something new and good. Buyers will be more than pleased with the new shapes and decorations, and with the advance that has been made in their artistic qualities.

* *

Over three hundred radiators will be used in heating the Newell plant. More boards will be required for the dipping rooms alone than some other potteries use within their entire building. The green or drying room is 500 feet long, and the stilliards are seven pegs high. The plant is to be lighted with electricity, an incandescent lamp of large candle power being over each bench in the clay shops.

Salineville, O. A deed of assignment was filed in the probate court Saturday, Dec. 1, by the Dresden China Co., of Salineville. C. L. Moore and Chas. R. Mahan are named as assignees.

Baltimore, Md. An indictment has been returned against Wm. H. Haase, who recently confessed to the firing of the Edwin Bennett Pottery Co. on three distinct oc-

casions. Haase, a former employee at the plant, was apprehended through the cleverness of Henry Brunt, manager and secretary of the company In explanation of his action Haase said that he set fire to the building in order that the stock would be destroyed and thereby insure more steady work for himself.

BRASS WORKERS STRIKE.

THE strike of the chandelier makers, which started in Edward F. Caldwell & Co 's factory, 38 West 15th street, is likely to throw a large number of persons idle. The strike originally affected about one hundred men, and was followed by a lock-out by five other firms. Twenty-two hundred men are now idle, and in a short time this will throw several thousand more out of employment in different branches of the trade.

The employers are organized and say that the fight they are making now is on the question whether they or the union shall run their shops.

BUSINESS BRIEFS.

A receiver has been appointed for the pottery firm of Laske & Greenbaum, Upper Sandusky, O.

Fire destroyed $1,000 worth of toys belonging to Louis Kreutzman, 2650 Germantown avenue, Philadelphia, recently.

The five and ten-cent store at Shenandoah, Pa., owned by J G. McGrorey, of New York city, was burned recently.

Fire broke out several nights ago in E. B. Adams & Co.'s china and glassware store, Washington, D. C. The blaze was confined to the third floor, which was used as a storeroom. The loss was about $8,000

New and larger quarters have been leased for the Chicago office of the Phoenix Glass Co. in the Heyworth building, corner of Wabash avenue and Madison street. E. H. Fox, of course, will continue in charge.

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BLUE CLAREMONT China,	Mintons.
G 9816 White and Gold Encrusted China	"
China, White and Gold, Rich BALMORAL, Encrusted	"
China, White and Gold, GRANADA	"
No. 2027 Design China,	"
I-9608 Cobalt and Gold China,	W. T. Copeland & Sons.
BLUE SPODE'S TOWER,	" "
MONTEREY	Ridgways
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The BOLINGBROKE,	
The NAPLES WREATH	"
Blue COMO	"
The BRIDAL WREATH Hotel	"
The DUNDEE, Flown blue and Gold,	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT. Enameled,	" "
The BORDEAUX ROSE,	" "
Flow Blue DANUBE,	" "
The BERGEN ROSE,	" "
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	" "
The VALENCIA LACE HOTEL	" "
The ELPHINSTONE, Dove and Gilt,	Alfred Meakin, Ltd
MILANESE, Russet Brown	"
The SAXONIA,	"
The HOLLAND,	"
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The DENMARK,	"
The ROMAN,	Furnivals
Brown, also Blue, TOURNAY,	T. & R. Boote, Waterloo Potteries.
The TUSCULANA,	" "
FLEMISH GARLAND	" "
The BRISTOL, Hotel Border,	"
The KRONSTADT (Holland green),	" "
ASHBURTON, Flow Blue,	W. H. Grindley & Co.
The ATHENS, Cobalt and Gold	" "
KING'S BORDER,	Upper Hanley Pottery Co.
The DEVONSHIRE,	Samuel For & Co.
Old BLUE CANTON China Hong Kong.	
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China, Hong Kong	
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The MALVERN, MULBERRY and DOVE,	" "
The ST. LAZARE SPRAY,	Haviland Co. China
The CHARONNE,	" "
The NORMA	" "
The PRINCESS,	" "
MADELEINE,	" "
The AMSTEL	" "
The ORIENT, White and Gold,	"
The ELDORADO, White and Gold,	" "
The COUNTESS,	"
The MIRAMAR,	" "
EMPIRE WREATH,	Gerard, Dufraisseix & Abbo China.
The MALABOR,	" " "
The TROCADERO	" " "
The BALUSTERE,	" " "
Maroon and Gold IVY, (Also Green),	" " "
FONTAINBLEAU,	" " "
BLEU DE FOUR, Encrusted Gold	J. Pouyat
White and Gold Encrusted,	" "
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The FONTENAY,	R Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
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Cauldon China K 3616	" " "
The ROCHAMBEAU,	Theodore Haviland & Co
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ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.

Royal Dresden BLUE ONION Porcelain, Crossed Swords brand.
MEISSEN CHINA (Dresden) Blue Onion
and others which for lack of space cann ot be enumerated here.

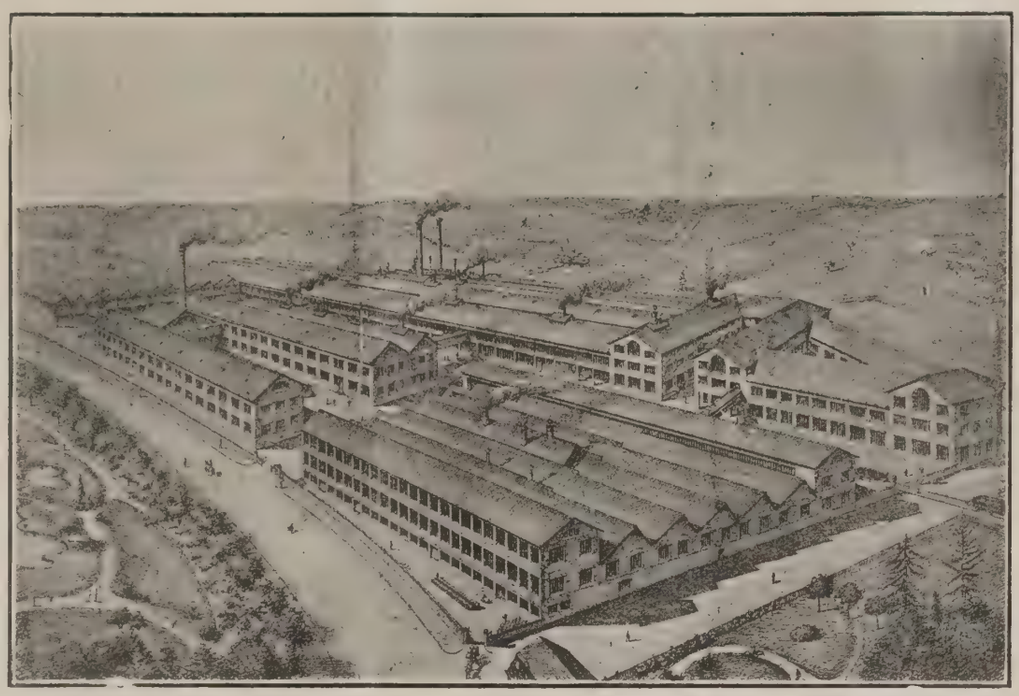
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New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 7,579 BINS occupied in our ten lofts.

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Hors Concours, Limoges, 1903
Hors Concours, St. Louis, 1904.

AS BRIDGET HEARD IT.

A BIT of statuary bearing the inscription "Kismet" attracted the attention of the new housemaid.

"Shure, ma'am, what's the manin' of the 'ritin' on the bottom of this?" she asked her mistress.

"It means fate," replied the latter.

Not long afterwards Bridget was limping painfully when out with her sweetheart, and he asked, "What's the matter, Bridget?"

"Och!" was the answer, "I have the most tirrible corns on me kismet"

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WANTED—Three good men to go on the road with our lines of china and glass. JOHN WYGAND & CO.

A FIRST-CLASS European (German) manufactory of ceramic and other transfers desires the services of traveling man for the United States. Only those well acquainted with this branch should apply, stating age, salary and experience. Address Box 436, this office

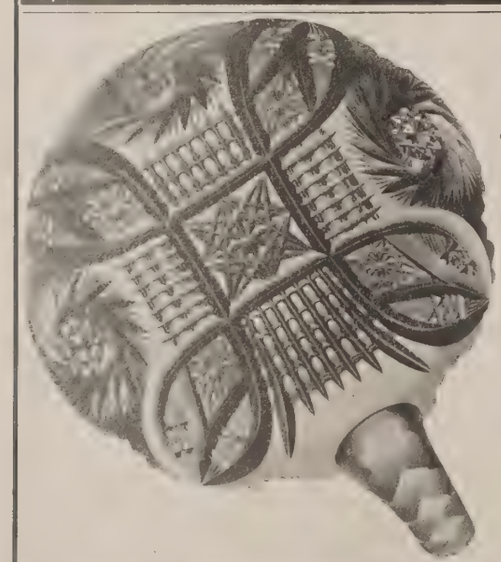
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BUSINESS OPPORTUNITIES.

WANTED—On commission, a small specialty line to go well with a china line, to be represented in New York city, New England, New York State, Pennsylvania and the South. Address Box 434, this office.

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Hohr a | Rh., Germany.

WHITE AND DECORATED

French China

FROM

Wm. Guerin & Co.

LIMOGES.

33 Park Place, New York.

SAMPLES ALL RECEIVED.
EVERY ITEM ENTIRELY NEW.
THE STRONGEST LINE OF FRENCH CHINA.

CHAS. STREIFF,
SOLE AGENT.

JOHN DAVISON,

Sole Agent for the Following Noted English Firms:

The Coalport China Co., Ltd.
Geo. Jones & Sons, Ltd.
Stevens & Williams, Rock Crystal Glassware
Adderleys, Ltd.
F. Winkle & Co.
Thomas Poole.

12 Barclay Street, New York.

Import Samples of Dinner, Fish and Game Plates for Sale at a Liberal Discount.

OLDEST AND BEST



NEW YORK OFFICE,
29 BARCLAY ST.

FACTORY and MAIN OFFICE:
Faubourg des Casseaux, 27,
Limoges, France.

DINNER WARE.

We would ask your inspection of our New Lines of Dinner Ware for Spring Delivery, which we feel confident should prove of interest to you, as same combines new ideas as to shapes and decorations, and priced right.

L. D. Bloch & Co.

42 & 44 West Broadway, New York.

Please Your Customer

NEW LINES NOW READY.

Very Easy With the Dealers Who Handle

WELLER Pottery WARE

SAMPLES AT OUR SALESROOM

BOSTON, 146 Franklin Street. | NEW YORK, 57 Park Place. | CHICAGO Glass & Crockery Exchange 186-188 Fifth Ave.

Factories and Main Office: ZANESVILLE, OHIO.

FENSTERER & RUHE,

Importers Glass and Ghinaware,

NEW YORK, - - - 47 MURRAY STREET.

BLANKS FOR CUTTING.

G. Fensterer, Berlin.
W. H. Warrington, Toronto, 18 E. Front.



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects. This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glasa.

Separate catalogues of the different branches of our business furnished on request.

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Chicago, 409 Atlas Block.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 271 Stevenson St
St. Louis, 617 Granite Building, 4th and Market Sts.

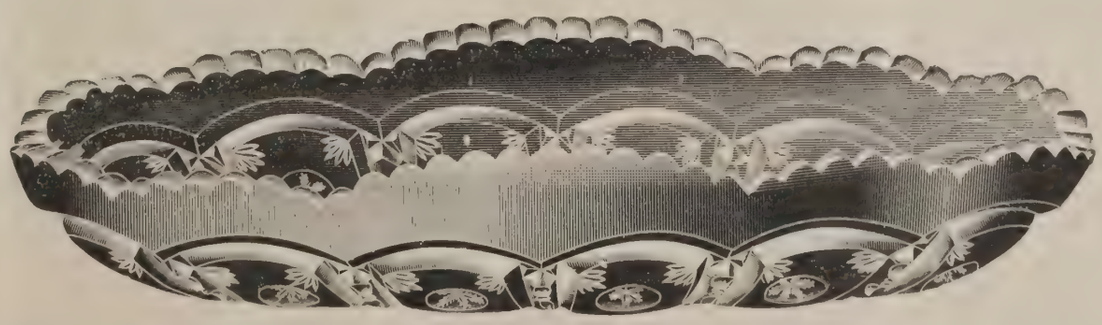
H. M. Brackenridge, Pres't. **L. R. Hartley, Sec'y.** **J. D. Wilson, Treas**

TARENTUM GLASS CO.,

TARENTUM PA.

Manufacturers of **PRESSED GLASSWARE.**

New York Office, 24 Park Place. D. R. Marshall. **Western Representative. S. O. Hamilton.**



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Soap Slabs.

Salts and Peppers.

Opal Novelties.



Gillinder & Sons, Inc.

135 Oxford St., Philadelphia.

HAVING added to our force of operatives last January so as to accumulate more stock for fall business, we are now in position to make prompt shipments of Specialties, Dinner and Toilet Ware, in either decorated or white.

Two hundred and sixty-four specialties, five shapes of dinner, and five shapes of toilet ware.

WARWICK CHINA CO.,
Wheeling, W. Va.

New York Salesroom,
66 West Broadway.

Pouyat China



There is a Personality

in POUYAT CHINA that is self-assertive. It is an individual personality of form and decoration artistically combined to produce permanent pleasure.

That is the subtle reason why POUYAT CHINA commands instant attention. It tells its own story of superior excellence at first glance.

PAROUTAUD & WATSON
Representing J. Pouyat
37 Murray Street, New York



Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.



China, Glassware, Dolls, Toys, Jobbing Lines— Spring Delivery. Import Samples Now on Show.

THE displays of past years are quadrupled in this year's B. & D. showing of German, Austrian and French fancy china lines and dinner ware for "Spring Import." Leaders in jobbing Dolls, Teddy Bears, etc.

Large buyers will inspect this notable display as soon as possible, realizing that early deliveries are contingent upon early orders.

BAWO & DOTTER

26 to 34 Barclay St., New York.

CROCKERY AND GLASS JOURNAL

NEW YORK, DEC. 13, 1906.

THE CONDITION OF BUSINESS.

New York. There have been proportionately few visiting buyers in New York since Thanksgiving Day, but the business has not by any means fallen absolutely flat. The mails continue to bring in a fair quota of orders, with the call principally for specialties. These are desired in small lots in most cases, and the demand is usually for the higher grades. This is the hurry-up class of business that invariabiy develops during the three or four weeks preceding Christmas every year.

The sample lines in nearly every wareroom in the District have been sold, and the establishments, consequently, look rather bare. There are many cases of goods in the packing rooms, but these will not be opened until after stocktaking has been completed. The latter will mark the real opening of the import season.

On top of the decision of the domestic glass manufacturers to establish a ten per cent. advance in prices on January 1 comes word that the pottery manufacturers plan to take similar action. The potters meet for the purpose of discussing this matter next week in Pittsburgh. It is not known just how sweeping will be the increase, but from an authoritative source it is learned that the prospects indicate an addition of five per cent. on white goods only. This determination of both glass and pottery manufacturers to boost prices offers pretty emphatic proof of their confidence in the perpetuation of the prevailing prosperity during 1907.

The American potteries, by the way, are still very busy, and will continue to be until the holidays. They are not in receipt of many new orders, but have about all they can attend to in the effort to satisfy the demands already on file. The earlier difficulty in the matter of unsatisfactory deliveries by rail seems to have been corrected to some extent since the first of the month.

Import samples for the spring trade are beginning to arrive in goodly numbers The first of the German lines are in, and from now on are likely to come with little interruption. The new French samples are looked for daily. From England the new specimens are due to arrive in abundant time for early buyers, and promise to include more china items than ever before.

In the retail districts of this city and vicinity the general prosperity is reflected in the character of the Christmas shopping. Never before have the stores experienced such an enormous business. The sale of useful things has been truly remarkable. But the request for novelties is also pronounced, and the more expensive articles are being purchased with greater freedom than in former seasons.

Trenton. Only an occasional order reaches the files of the local factories these days, and they are invariably small sized But the activity of the plants has not diminished to any extent.

Decorating departments are in some instances still being operated for two or three hours every evening, for there are many orders placed in November and early this month that have not yet been filled. The railroads are delivering more promptly than they did some weeks ago—an improvement that is generally appreciated.

East Liverpool and Vicinity.

"Can't you help me out with this order?" is the cry of the manufacturing potters among themselves. It is impossible for some to ship their orders on time unless other manufacturers are willing to "loan" enough ware to complete the order. This borrowing was never more marked than during the past fortnight. The whole trouble has been that the manufacturers have allowed their stocks of some designs to become too low, and the shortage of gas has prevented them from filling the bins. Some of the largest potteries in the district have been caught short.

Pittsburgh and Vicinity.

Not for thirty years has the glass business been so good as it has during the year just closing. This is freely admitted by every manufacturer and selling agent in the Pittsburgh district. The one trouble has been to get the glass. Every shop has been operated night and day for months. One firm announces that it is thousands of dollars behind in its orders, but anticipates catching up at a very early date.

OBITUARY.

ANOTHER old timer has joined the silent majority. John B. Higbee, of Bryce, Higbee & Co, died at Pittsburg last Sunday morning. The deceased was born in 1842 in Upper St Clair township, Allegheny, Pa. From boyhood he had been identified with the glass business, his first factory being at Homestead, Pa. The partnership with John Bryce was formed in 1879. He is survived by his widow and one son, Oliver J. W. Higbee The funeral took place on Tuesday afternoon.

The death of Jas. Kirk, president of the Potomac Glass Co., Cumberland. Md., occurred recently. He was sixty one years of age and is survived by four children. Mr. Kirk became president of the company six months ago, succeeding Henry Thomas, who died.

Edward Everett Eames, vice-president of the H. B. Claflin Co., and the dean of the dry goods trade, passed away at 12:30 o'clock Friday morning at his home, 59 Pierrepont street, Brooklyn, aged seventy-seven. He was born in Milford, Mass., in 1829 and entered the house of Buckley, Claflin & Co., then located on Cedar street, when he was but sixteen years of age. From that time till his death he was associated continuously with the business of Horace B. Claflin and his successors.

Samuel Dodd, president of the International Silver Co., whose principal office is in Meriden, Conn., died very suddenly on Wednesday night of valvular disease of the heart, aged seventy-two.

IT'S STILL PALM, FECHTELER & CO.

IT was erroneously stated in last week's issue that the newly incorporated Frank Fechteler Co. had succeeded Palm, Fechteler & Co. This unintentional error was due to misinformation. Palm, Fechteler & Co. have been in existence for something like forty years and are still growing. P. E. Moller, senior member of the firm, has conducted this business for some years and remains to-day at the head of the company. The interest of Frank Fechteler in the concern was bought out on July 15 last. John Roach was at that time admitted as a member of the company in his place. The third owner is Pauline Moller. The Frank Fechteler Co., the incorporation of which we alluded to, has no connection whatever with Palm, Fechteler & Co.

LIVERPOOL EXPORTS.

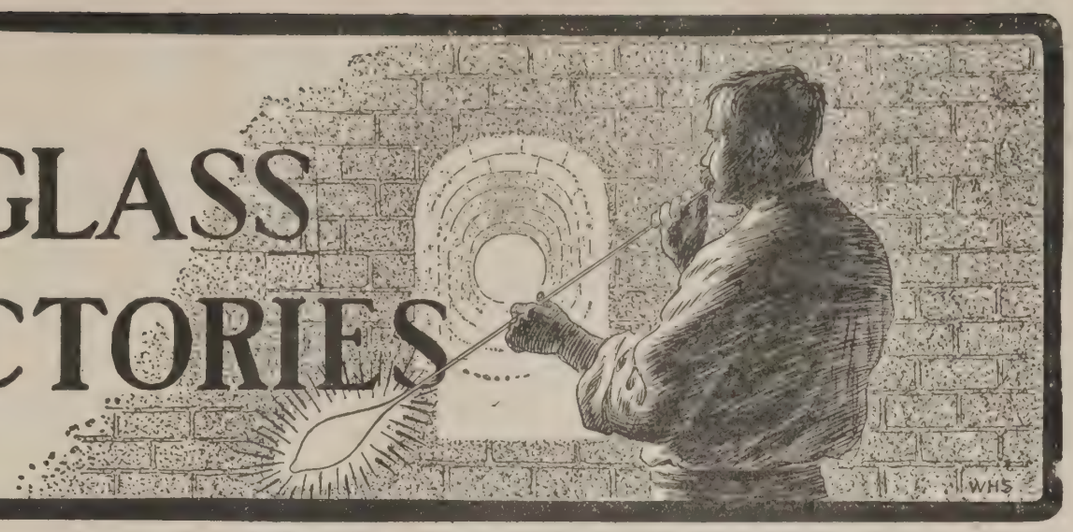
From David Inglis & Co.'s Circular.

TO	Shipments month end'g Nov. 24, '06	Corresponding period 1905	Exports Jan. 1 to Nov. 24 '06	Corresponding period 1905
Boston	527	270	6571	5021
New York	843	593	6370	6548
Baltimore	1327	685	13443	10682
Philadelphia.	52	71	1032	840
New Orleans	612	186	4346	3175
Newport News....	32	249	1156	1044
San Francisco.....	65	112	1488	1182
Portland (Me.)...	537	42	1388	470
Galveston.....	85	14	1877	826
Portland (Or.).	142	52	968	600
Inland Points.....	202	539	9879	11911
Total...	4374	2768	48013	42139

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g Nov. 24, '06	Corresponding period 1905	Exports Jan. 1 to Nov. 24, '06	Corresponding period 1905
New York	212	121	6328	6601
Boston	195	97	6521	4880
Philadelphia....	28	....	990	887
Baltimore	267	173	13365	10915
San Francisco....	2	....	1458	1158
New Orleans	5	....	4365	3177
Portland (Me.) .	59	1	965	325
Galveston	....	....	1297	812
Newport News....	...	200	1071	1113
Portland (Or.)....	42	82	1019	600
Inland Points.....	85	114	10544	11618
Total....	845	766	48180	41876

THE GLASS FACTORIES



Pittsburgh and Vicinity. Every glass plant in the Pittsburgh district, including those at Charleroi, Washington, Monaca, Rochester and Ellwood City, is experiencing difficulty in getting shipments delivered on time. Unlike the potters, the glass manufactnrers have not been troubled with a shortage of gas or coal; neither has a scarcity of help been a stumbling block. It has just simply been the busiest season in the history of the trade.

John Kunzler, actuary of the National Association of Pressed and Blown Glassware Manufacturers, is a mighty busy man these days. The holiday trade has caused increased work for his office, but he has a knack of wrestling with large jobs and has proved himself equal to the occasion this season.

At the offices of the Silicon Glass Co. the announcement is made that the outlook for business for next year is exceptionally bright. Orders with this firm are as thick as buds on a rose-bush in the spring, and it has been almost impossible to keep up with the business. Some special designs in illuminating and table glassware will be placed on the market after the first of the year by this firm.

Secretary Ebberts, of the Phoenix Glass Co., whose factory is at Monaca, Pa , reports a most satisfactory year, and says that the outlook is very bright for 1907.

Eight new lines will be placed on the market by the United States Glass Co., their pressed ware being a new scheme entirely. The first samples have been completed, and an excellent run is anticipated. The old designs continue to meet with popular favor.

A new etched line of gas and electric goods from the Macbeth-Evans factories has been selling well, the decorated goods proving to be popular with the retail trade wherever they are shown.

N. B. Rowley has become affiliated with the Silicon Glass Co., and will look after the trade in Southern Ohio. He will start out the first of the year. W. P. Hunter, another well-known Pittsburgh salesman, will have charge of New York State territory east of Syracuse. He plans to start out about January 10.

The regular monthly meeting of the Glass Association will be held December 20. This session is expected to be one of the most important of the year.

Rochester, Pa. A remarkably busy season is about to close with the H. C. Fry Glass Company. In order to keep abreast with the flood of orders many departments have to work at night. Some very pretty new designs are about to be presented to the trade, while the sale of the old lines continues as brisk as ever. The past year has been one of the most successful in the career of the company, and the outlook for the future presents a glowing appearance.

Randall, W. Va. In order to assist in the rebuilding of the Star Glass Co.'s plant, which was recently burned, parties in Morgantown and Randall have been urged to subscribe for stock. The latter must reach several thousand dollars, representing the difference in the total cost of the rebuilding and the money received from the insurance companies.

Fort Worth, Tex. A company with $50,000 capital stock has applied for a charter to manufacture glass in this city. The enterprise is backed by persons of experience and stability.

Honesdale, Pa. Excavations are being made for a new two-story factory for the Wayne Cut Glass Co., which is to be located along the river bank. It will be constructed of cement and will have a capacity of 150 frames. The factory may be ready for occupancy by March 1.

el. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

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United States and Canada..... $2.00
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.
Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 13, 1906

OUR annual Holiday Number will be issued next week. Orders for this edition should be sent in promptly Single copies, ready for mailing, twenty-five cents; postage twelve cents extra.

WHEN A NEW AGREEMENT IS CONSIDERED.

NEXT October the two-year agreement between the pottery manufacturers and operatives, with regard to wages and other conditions, terminates. In all likelihood an effort will be made to have it renewed, or to perfect some equally protective arrangement. Two incidents in connection with the recent convention of the United States Potters' Association in Washington provoke the opinion that the manufacturers will this time be less conciliatory in their attitude toward the operatives than they were at the time the present agreement was drawn up. One reason for this impression was the appointment for the first time in the association's history of a permanent labor committee. The other was a paragraph in President Wells' report, which is supposed to pretty clearly express the sentiments of the association. "I feel confident," said he, "from expressions of manufacturers generally, that if another agreement is proposed at the expiration of the present one the manufacturers will insist upon a guarantee of good faith on both sides in the form of a substantial cash deposit which shall be forfeited in case of violation."

As might be inferred from this declaration, there is ample justification for the position taken by Mr. Wells. Certain branches of the industry have openly repudiated various principles of the existing agreement, even though their own official representatives fully approved it. The saggermakers and turners in the Trenton district first rebelled against the agreement, and they later concluded to abide by it only after the Brotherhood's president, Thos. J. Duffy, had resorted to extreme measures to make them understand the significance of an agreement which their organization was in honor bound to obey. But the kilnmen, who have antagonized the agreement ever since its inception, refuse to respect it in any plant in the country, with three or four exceptions. They have repulsed every advance made by their own officers, who have desired to impress them with the unreasonableness and dishonorableness of their attitude.

The manufacturers, very naturally, have lost confidence in the ability of the Brotherhood to control its own members even where honor is involved. So they have concluded to disregard sentiment hereafter when dealing with that organization, and restrict their agreement to one in which a cash penalty is attached for any and every violation. The integrity of the officers of the Brotherhood, notably President Duffy and Vice-President Hutchins, is not questioned. In fact, the manufacturers have only words of highest commendation for these gentlemen. But it is to their proven inability to influence or control the rank and file of the membership that the cash penalty clause will be insisted upon.

It is to be regretted that in an industry so vigorous and growing as that of pottery an agreement based wholly upon honor should not continue to prevail. One faction is largely dependent upon the other for the general good of the trade. But this spirit of co-operation does not seem to appeal very strongly to certain of the operatives. They are inclined to be dictatorial at all times, and are rarely convinced of the well-meaning of their employers. In October, 1905, they demanded most of the concessions. In October, 1907, the manufacturers are likely to pursue a course of that kind themselves.

TO DISCUSS RAISE IN PRICES.

AN effort to increase the prevailing standard of selling prices on certain classes of domestic pottery is to be made next Tuesday in Pittsburgh. The conference for that purpose is to take place in the Fort Pitt Hotel. A general invitation to the manufacturers has been issued, and those who fail to attend will be considered out of sympathy with the plan. It is understood that the prospective raise will apply largely, if not wholly, to white goods. The advance is expected to represent an addition of about five per cent. to the present accepted standard.

If this increase is determined upon it will not be controlled by any association or written contract. It will take the form of what might properly be termed a "gentlemen's agreement." The experiment of a

couple of years ago, when a selling-price association was formed, and just as promptly ignored by many of the manufacturers, has suggested this new method for the maintenance of the increased prices. The firms behind the plan believe that the potters will more generally respect the agreement when placed upon their honor.

The necessity for advanced prices on white goods, particularly, has long been admitted. There has been no bottom to the scale on this class of ware since the dissolution of the 1904 agreement, and even this year some of the quotations have been absurdly low.

PERSONAL.

WHILE most of us were enjoying our Thanksgiving dinner in a winter atmosphere Ed. Butler was eating canned corned beef and beans in a tropical climate. Mr. Butler is just home from a trip through Mexico and the Pacific States. Thanksgiving Day found him on a train bound for Chicago, and at noon he ordered as good a dinner as the buffet car could provide. Shortly afterward the train was held up by a freight wreck. For nine mortal hours the passengers gazed upon the bleak and dreary prairie. At half-past three instead of the good things he had ordered, he was served with "embalmed" beef in the form of hash. Kicking was of no avail. In fact, he was among the fortunate ones, for some of the passengers did not even get that, and the occupants of the day coaches got nothing. He is going to have turkey *and* goose for his Christmas dinner.

J. C Hawkins and G. L. Lenk, who are connected with the Cleveland headquarters of the Geo. H. Bowman Co., have been visiting here for several days. The progress of the automobile show here at the same time is claimed to be merely a coincidence and not an indication of their interest in that fashionable, expensive and erratic medium of transportation.

William Howell has sold out his interest in the firm of Burley & Tyrell, and is now with Pitkin & Brooks, Chicago.

A. Dorsen has been engaged as Chas. Smith's successor in the management of the O'Gorman Co's china department in Providence, R. I Mr. Dorsen was formerly the buyer for the Goerke Co., of Newark, N. J.

W. S. Creveling was a guest at the Thompson House, East Liverpool, O., recently.

"Jack" Wallace, who has heretofore been associated with A. A. Vantine, the Japanese importing house, has signed with the Tajimi Trading Co., engaged in the same business. He is to look after the New York trade, in which capacity he succeeds I. Sidney Hirsch, who has arranged to travel for another Japanese firm.

The condition of Henry C. Ranney, manager of the New York office of Bryce, Higbee & Co , who was prostrated by pleuro-pneumonia several weeks ago, has shown considerable improvement during the past week. He is, however, still confined to his bed.

Frank W. Primrose returns to his first love, Blakeman & Henderson, on January 1. His territory will be similar to that which he covered during his former connection with the concern.

W. H. Dunn left last Saturday night for a visit to the Western potteries and glass factories represented in this market by W. H. Dunn & Co. He is expected to remain away about a week.

C. T. Waldie has replaced Wm Studenmund as manager of Gillinder & Sons' showroom at the corner of Ninth and Market streets, Philadelphia. Mr. Studenmund is now covering the Western territory for the same concern.

It is reported that A. F. Neidick, with the McKee-Jeannette Glass Co., has gone to the Westmoreland Glass Co., and that Louis C. Smith, with the latter concern, has gone to the McKee-Jeannette.

J. W. Brooks, of Pitkin & Brooks, Chicago, was in New York this week and has engaged passage on the Auguste Victoria, sailing for Europe on Saturday the 13th.

S. Hamburger, who has been abroad buying goods for next spring's import business, is booked to sail for home on the Kaiser Wilhelm II, sailing on the 15th, and should arrive in New York on the 22d.

Chas. Streiff, New York representative of Wm. Guerin & Co., sailed on the St. Paul, leaving Saturday, for his regular winter trip to the factory in Limoges.

Jas. B. Boote has been taking a week off down in North Carolina, shooting with friends They have ten dogs along with them; four of them belonging to Mr. Boote. They ought to bring home at least ten birds.

There is a rumor afloat that John Shearer, with Albert Pick & Co., Chicago, has resigned his position.

Aboard the Kaiserin Auguste Victoria, which docked on Sunday, just twenty-four hours behind time, were C. E. Wheelock and J. H Roth, who were returning from a three months' purchasing trip in the

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European china and glass centres. Both gentleme are affiliated with C. E. Wheelock & Co's establishment in Peoria, Ill., for which place they left early in the week.

"Nick" Muessig, East Liverpool representative of B. F. Drakenfeld & Co , is making his semi-annual visit to New York. When he left home one of his children was suffering from diphtheria, but he has since received word that the quarantine had been raised.

John H. Harris, buyer for the Siegel-Cooper Co., this city, was taken ill last Saturday and remo ed to his home. His prostration followed the contraction of a heavy cold a couple of weeks ago. He is reported to be resting easily at this writing.

Receipt is hereby acknowledged of postals showing Will Darden and his dog. If the dog is half as good-looking as he appears in the picture Darden is to be congratulated on owning him. He is certainly a beauty.

Edwin Stout has engaged as a salesman with the American Manufacturers' Co., of Philadelphia, Pa., in which concern P K and F B. Clark are the moving spirits.

According to information from Chicago, Robert M. Jenkins, who was formerly located here with the Ceramic Importing Co., has entered the real estate business in the Western metropolis.

K. A. Rock has engaged as Southern traveler for the Cumberland Glass Co., Fairmont, W. Va. He formerly roaded it through the same market for the Evansville, Ind , Glass Works.

B. F. Pritchard, formerly general manager of the Steimer Glass Co., has engaged with Thos Downs, Jr., the Philadelphia manufacturers' agent. Mr Pritchard will, it is understood, look after that concern's interest in this locality.

Chas. S Bierce has succeeded C. C. Crowell as president of the Des Moines, Ia., Department Store Co Mr. Bierce was formerly vice-president of this concern, which has not yet opened its store.

Walter M. Mannes, at one time with L. D. Bloch & Co., and for the past year in the leather goods business, has engaged to travel for Geo. F. Bassett & Co. after January 1.

Otto Koscherak has just returned from a trip through the country He found business excellent wherever he went.

J. A. Joseph, who is now manager of the Chicago office of a collar concern, has come East to spend the holidays at his New England home. Formerly Mr. Joseph was a road representative of the J B. Owens Pottery Co.

Geo. A. Granville came over from Boston on Monday and spent a couple of days here preliminary to his departure for the West. On this trip the energetic George plans to visit all of the factories that he represents in the New England market.

Lionel Schoenthal has resumed his duties in the Siegel-Cooper Co.'s china department, this city, after an absence of five weeks. An attack of rheumatism was responsible for his non-attention to business during that interval.

M. Benford is home after a prolonged expedition through the South and West with the Empire Cut Glass Co.'s samples.

Max Strench, who has been with Koscherak Bros. for so many years, will leave that firm December 31 and engage in business on his own account.

C. H. Woodbury, of Mitchell, Woodbury Co., has been spending three or four days in New York this week.

Following a two months' ramble through New England with the J. D. Bergen Glass Co's line, John D. Rapelye returned home a few days ago. During the balance of the month he will assist in the firm's New York office.

Wm F. Kraus, manager of the Geo. H. Bowman Co s New York headquarters, is making a business call on the trade in Baltimore and Wilmington. He returns the latter part of this week.

Henry Witte, of Bawo & Dotter, and M. E. Lafferty, of Cox & Lafferty, arrived home from Europe on Wednesday morning.

W. A B. Dalzell, president of the Fostoria Glass Co., has returned to the factory after several days in New York.

REPORT OF LAMP CO.'S RECEIVERS.

AN order of the court returnable next Tuesday directs Holmes S. Green and the stockholders and creditors of the Standard Lamp and Brass Co , Trenton, to show cause why the report of Louis A. Thompson and Leslie C. Pierson, receivers, should not be ratified and confirmed A further order directs the receivers, after the payment of their costs, to distribute pro rata the balance of the funds now in their hands among the several creditors who have filed their claims.

According to the final report of the receivers it appears that the total amount of claims of general

creditors against the insolvent company aggregates the sum of $73,559 56. The receivers have distributed pro rata among the general creditors the sum of $36,779.66, and there still remains in their hands $1,208 94.

THE SALESMEN'S BANQUET.

THE annual banquet of the Pottery, Glass and Brass Salesmen's Association, which is to be held at the Astor House Thursday evening, December 27th, should be attended by every member. Aside from the good dinner and the speeches of eminent men, the opportunity for the members to meet each other and renew acquaintance is one which should not be neglected. Every man who sells crockery, glass or brass should know his fellow salesmen, and this is the one occasion of the year when he may meet so many at a time. It is also a good idea to invite non members who are in the trade, in order that they may see the benefits accruing from belonging to the association.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending December 11, 1906.

HAMBURG

75 packages glassware ..... L Straus & Sons
80 " " ..... Bawo & Dotter
12 " " ..... F Bing & Co
186 " " ..... Eimer & Amend
78 " ..... Fenesterer & Ruhe
5 " " ..... Higgins & Seiter
17 " " ..... O Goetz
10 " " ..... N Wapler
3 " ..... Chas Ahrenfeldt & Son
30 " " ..... Knauth, Nachod & Kuhne
5 " " ..... Julius Palme
8 " ..... J Wygand & Co
12 " " ..... L D Bloch & Co
28 " " ..... Strobel & Wilken Co
481 " ..... Miscellaneous Orders
78 " earthenware ..... L Straus & Sons
284 " " ..... L D Bloch & Co
1 " " ..... F Bing & Co
127 " " ..... Bawo & Dotter
2 " " ..... C L Dwenger
47 " " ..... Geo Borgfeldt & Co
65 " ..... O Goetz
98 " " ..... G F Bassett & Co
4 " " ..... B Illfelder & Co
3 " " ..... Hamburger & Co
34 " " ..... Koscherak Bros
37 " ..... Julius Palme
48 " " ..... Samstag & Hilder Bros
132 " " ..... J Wygand & Co
20 " " ..... Higgins & Seiter
106 " " ..... F W Woolworth
1 " " ..... N Wapler
8 " " ..... C Ahrenfeldt & Son
38 " " ..... Strobel & Wilken Co
298 " ..... Miscellaneous Orders
81 " toys ..... Geo Borgfeldt & Co
268 " " ..... B Illfelder
1 " " ..... Hamburger & Co
195 " " ..... F W Woolworth
4 " " ..... R H Macy & Co
195 " " ..... Samstag & Hilder Bros
66 " " ..... Strobel & Wilken Co
522 " ..... Miscellaneous Orders
4 " harmonicas ..... Strobel & Wilken Co

ANTWERP

150 packages glassware ..... B Gunthel
6 " " ..... Bawo & Dotter
29 " " ..... G F Bassett & Co
44 " " ..... W P Graham & Co
106 " ..... Miscellaneous Orders
1 " earthenware ..... Geo Borgfeldt & Co
2 " " ..... G F Bassett & Co
2 " " ..... Fensterer & Ruhe
5 " " ..... Miscellaneous Orders

LIMOGES

148 packages chinaware ..... W L Briggs

ROTTERDAM

33 packages earthenware ..... Bawo & Dotter
145 " " ..... Geo Borgfeldt & Co
1 " " ..... Samstag & Hilder Bros
29 " ..... L Straus & Sons
7 " ..... L D Bloch & Co
30 " ..... Miscellaneous Orders
86 " toys ..... Strobel & Wilken Co

SOUTHAMPTON

21 packages chinaware ..... Wm Guerin & Co
4 " ..... L D Bloch & Co
12 " ..... C L Dwenger
6 " " ..... F W Jenkins & Co
20 " ..... A G Moment
63 " " ..... Paroutaud & Watson
27 " ..... Vogt & Dose

BREMEN

8 packages glassware ..... L Straus & Sons
20 " " ..... A Steinhardt & Bro
20 " " ..... Strobel & Wilken Co
200 " ..... Miscellaneous Orders
91 " earthenware ..... Karl Hutter
7 " ..... N Wapler
19 " ..... Strobel & Wilken Co
20 " " ..... Miscellaneous Orders
4 " toys ..... Hamburger & Co
161 " ..... Geo Borgfeldt & Co
8 " " ..... F A O Schwartz
4 " ..... G W Travers
11 " ..... Strobel & Wilken Co
69 ..... Miscellaneous Orders

HULL

10 packages chinaware ..... F P Abbot
29 " ..... Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

HAMBURG

101 packages earthenware ..... Jones, McDuffee & Stratton Co
18 " " ..... P J Carbone
90 " " ..... R F Downing & Co
144 " " ..... C J Pierce & Co
8 " ..... Stransky & Co
6 " " ..... Adams, Cushing & Foster
2 " " ..... American Glue Co
3 " " ..... W N Proctor & Co
47 " " ..... L Wolf & Co
85 " ..... First National Bank
3 " " ..... Houghton & Dutton
6 " " ..... B D Webber
84 ..... Geo Borgfeldt & Co
22 " " ..... Boston and Maine Railroad
15 " " ..... Bawo & Dotter

LIVERPOOL

8 packages earthenware ..... Jones, McDuffee & Stratton Co
4 " " ..... Jordan Marsh Co
10 " " ..... Hallway & Purse
2 " " ..... Richard Briggs Co
2 " " ..... Rowland & Marsellus Co
20 " " ..... F W Miller & Co
23 " " ..... Miscellaneous Orders

MANCHESTER

112 packages earthenware ..... Downing's American Despatch
34 " " ..... B D Webber

LONDON

2 packages earthenware ..... American Express Co

Among the Potteries



East Liverpool and Vicinity.

Within a week or so many of the pottery companies will hold their annual meetings. While margins will likely be shown as being close, yet it is conceded that not a plant in the Western district has lost money during the last six months. In many instances the same officers will be re elected

* *

"Western Gem" is the name of a pretty new dinner shape which will ask for public approval the first of the year. It is to be made by the National China Co. The decoration of this set is announced to be the most beautiful so far selected by this firm.

* *

The Cartwright Bros. Co. will have some handsome decorations on their dinner and toilet shapes for the new year. The "Glendora" dinner, which came out last July, has been very popular, and the "Florence" and "Trent" shapes have also been good business-getters As an illustration of the value of a good design, the "Brooklyn" toilet, which was put on the market five years ago, cannot be taken off—the company still selling all that it can make.

* *

James Pass, of Syracuse, the newly elected presi dent of the United States Potters' Association, is very well thought of here by the local manufacturers He is said to be a man of rare executive ability and possessed of just such knowledge as is required in the position.

* *

Plans have been made by the Colonial Pottery Co. for the placing of a number of new specialties on the market soon after the first of the year.

* *

The first glost kilns have been fired at the big Newell pottery, and it will be but a question of a few weeks until the decorators will be at work. The decorating kilns are nearing completion, 24 of them, and it would not be surprising to see the first shipment of ware from this plant made in January.

* *

Col John N. Taylor, of the Knowles, Taylor & Knowles Co , who went to New York at the close of the potters' convention at Washington, has returned to this city.

Wheeling, W. Va.

President Charles W. Franzheim, of the Wheeling Potteries Co , feels elated at the business of the year, and President Thomas Carr, of the Warwick China Co , is more than satisfied with the way the Warwick goods have been received by the public. A new dinner shape is being modeled for the Warwick and will be ready for the trade within a month or earlier. Some new things are also contemplated by the Wheeling.

Trenton.

Were one inclined to indulge in retrospection, he would have found abundant material here one day recently for mental exercise of that kind. Composing a party in a local cigar store on the occasion in question were Frank A. Magowan, Harry G. Cook and Joseph Burroughs. No figures were more active or more conspicuous in the pottery industry of Trenton fifteen or twenty years ago. Mr. Magowan is now the head of a prosperous rubber firm in New York, and Mr. Cook is a purchasing agent in connection with the building of the Panama canal. Mr. Burroughs has been inactive for several years.

* *

Several operatives of the Brian Pottery Co. refused to pay a second fare on the new trolley extension to their place of employment a few mornings ago and threatened to toss the conductor from the car when he insisted upon the extra payment. The company's headquarters were communicated with and constables sent along as a protection for the conductor on subsequent trips. But the members of the Brian firm volunteered to arrange the matter with their workmen, and there has since been no trouble.

* *

There arrived at the State House a few days ago from Tiffany & Co. the $10,000 silver service which the State of New Jersey is to present to the battleship New Jersey. The set is composed of sixty five pieces and will be on exhibition in the State House and also in the armories at Newark, Jersey City, Paterson and Camden before being installed in the new battleship.

Henry D. Phillips, formerly identified with the Hart Brewer Pottery Co., is critically ill at his home in this city with acute Bright's disease. He was found unconscious in his bedroom on Sunday morning after having retired in apparently good health.

Columbus, O.

It is said that the plant of the Columbus Pottery Co. at Chaseland will be placed in operation again within two months. Work with this end in view has commenced. In the recent fire only the glost warehouse and the packing shed and decorating shops were consumed, and this part of the plant is being reconstructed. It is reported that when the plant resumes operations it will be under new management.

Wellsville, O.

All of the potteries in this city are as busy as bees getting out the holiday orders Although the manufacturers here have had the same trouble with gas as others, they have been able to keep pretty much up on business.

* *

Old shapes have sold well from the Pioneer Pottery, and, though margins have been reported a little close, the company will be able to show a handsome profit when the books are closed.

* *

The Smith-McNicol plant is busy as usual under the direction of General Manager Albert Corns. On their toilet and dinner shapes the firm have been favored with a very satisfactory run during the entire year. They contemplate placing a few new specialties before buyers soon after the first of the year.

* *

General Manager S. M. Ferguson reports good business at the United States plant, and promises some new things in 1907.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

J Hogan, with Denholn & McKay Co, hf, Worcester, Mass
C L Taylor, with Johnston & Lorimer, D G Co, t, Wichita, Kan. Breslin
F J Weckesser, with F M Kirby & Co, hf, Wilkes-Barre, Pa Imperial.
J R Hughes, of Reid & Hughes Co, t, Waterbury, Conn. Woodstock.
F A Montei, with G Fox & Co, hf, t, Hartford, Conn. Imperial
H K Muller & Bro, c, Baltimore, Md.
G E Chanler, c, Lowell, Mass
Geo J Fisher, c, Middletown, Conn
Edw J Krauser, c, Lebanon, Pa
G G Eagan, c, Holyoke, Mass
E Thomas & Son, c, Chicago, Ill.
H F Dutcher, c, Nyack, N. Y
E E Schleh, with Thompson, Gibson & Co, hf, Williamsport, Pa. Marlborough
J W Brooks, of Pitkin & Brooks, c, Chicago.
Frederick Lent, c, Poughkeepsie, N. Y.
J L Fondersmith, c, Lancaster, Pa,
J C Orr, c, Stamford, N. Y.
A C Lantz, c, Mansfield, O
Crawford Furn Co, c, Middletown, N. Y.
J H Reynolds, hf, Troy, N Y. Grand.
Tracey Wells, c, Columbus, O
E M Bard, with Chandler & Co, hf, Boston. Murray Hill.

FOR AMUSEMENT SEEKERS.

HOLIDAY amusement seekers look more particularly to the vaudeville houses for their theatrical recreation and entertainment. They do this for the reason that the prices are at a popular figure and the programmes are generous in length and superior in quality. At all events, this is characteristic of the shows offered by Keith & Proctor The recent innovations introduced at the Fifth Avenue and the Harlem Opera House—the privilege of smoking in the balcony and the sale of reserved seats at unusually low prices—have brought about the most gratifying results, and enormous audiences crowd these houses at all performances.

STEADILY GROWING.

AT the meeting of the Pottery, Glass and Brass Salesmen's Association on Dec. 4 the following new members were elected: Charles P Le Berthon, with Andrew H Hoag & Co., New York; Thos. B Clark, president T. B. Clark & Co., Honesdale, Pa.; Robert T. Rodger, representing Geo. Borgfeldt & Co., city; John G Sherer, representing Albert Pick & Co., Chicago; Leo Himmelstern, of Himmelstern Bros., San Francisco; Edmond Torlotting, agent Cristalleries de St Louis, 25 West Broadway, city.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.
SUCCESSORS TO
Frank Wadsworth Jenkins
25 West Broadway, New York

G.D.&Cie AVENIR LIMOGES FRANCE
TRADE MARK.

ROYAL CROWN DERBY
GENUINE ONLY WITH
TRADE MARK THUS
ROYAL CROWN DERBY
TRADE MARK.

F W. JENKINS & Co AGENTS
25 WEST BROADWAY N Y

Around the District



EXCEPT for the removal by several firms to new quarters and the improvement by others of their present abodes, there is little activity in the District these days. Comparatively few buyers have spared the time to come here during the past week or ten days, ard this has made possible the desired changes without interfering with business to any noticeable extent.

In the exceedingly pretty *B. & D. Bulletin* for December, which appeared a few days ago, there occurs this happy expression from the pen of "Joe" O'Gorman: "We wish each and every one of our readers a right merry Christmas—and many repetitions. A day or two after the *Bulletin's* issuance we received a note from someone signing himself "Cat's Eye." It tells its own story: "I observe that 'Joe' wishes us 'many repetitions' in his annual greeting. Does Joseph make allusion to hot, cold or mixed?"

After January 1 Blakeman & Henderson, the French china importers, will be in possession of display space representing more than three times the area of the quarters heretofore occupied by the firm. They have leased the rooms adjoining their present sample room at 25 West Broadway and have convert ed them into one spacious apartment. Having a frontage on both Park Place and West Broadway, the room is favored by splendid lighting advantages. Should nature fail to fulfil requirements in the way of illumination, the quarters are protected by six clus ters of incandescent lamps suspended from the ceiling and a similar number positioned along the side walls. It is intended to install nine display tables, ten feet long and five feet wide, in the new room. The table coverings will be of a pleasant shade of green that is intended to harmonize perfectly with the cheery white ceiling, buff-colored walls and black oak finished woodwork. There will be nothing incongruous in the arrangement of the room, and when occupied by the firm's new samples it will challenge comparison with any showroom in the district. The present quarters of Blakeman & Henderson, which are connected by a doorway with the new room, will also be retained. The constant growth of patronage and the yearly increase in the proportions of the line have made it absolutely necessary to acquire enlarged quarters.

Wm. E. Doctor, 76 Park Place has been appointed local representative of the Ellwood City Glass Co.

Several new and highly attractive cuttings are exploited on p'eces that have just augmented the H. C. Fry Glass Co.'s exhibit by Wm. F. Upham. One design, which includes both the star and sunbeam, is particularly effective on twelve- and sixteen-inch punch bowls. A particularly deep tray and a punch bowl with a turned-in edge are new items that are clothed with becoming designs

The local headquarters of the Fostoria Glass Co. at 66 West Broadway are being enlarged by the acquisition of a hallway twenty feet long and three feet in width This space is located to the right of the entrance to the Fostoria's showroom and was originally utilized as a stairway leading to Murray street. Plasterers, carpenters and painters are now at work on the improvement, which will not only increase the display space, but also considerably improve the beauty of the establishment.

Two distinctively new gas bulbs have been added to the Pittsburgh Lamp, Brass and Glass Co 's assortment. Both have satin-etched surfaces with the designs in raised crystal The daisy is one subject and a scroll pattern ornaments the other There has also arrived quite recently something new in inverted bulbs Etched cupid and chariot designs are the most noteworthy.

The annual meeting of the Pottery, Glass and Brass Salesmen's Association takes place next Monday in the rooms of the Crockery Board of Trade. It will convene at twelve o'clock.

The United States Glass Co. has signed a lease for its present premises, 29 Murray street, for five years from the first of next May. This ought to set

at rest the rumors that it was obliged to seek new quarters.

The Plume & Atwood Manufacturing Co. will remove to 287 Broadway, just above Chambers street, on February 1 next, or possibly sooner.

BUSINESS BRIEFS.

T. D. Fletcher opens a crockery store in Shepherd, Mich., shortly.

A certificate of dissolution has been filed by the South Amboy, N. J., Pottery Co.

Ross Black's toy store, 3000 Fulton street, Brooklyn, N.Y., was damaged by fire recently.

A crockery and housefurnishing store has been opened in Waterloo, Ia., by A. E. Gibson.

Nelson A. Soggs has placed a china department in his jewelry house at Niagara Falls, N. Y.

Representatives of tile factories all over the country are in session this week at the New Astor, this city, where the the quarterly meeting of the National Association of Tile Manufacturers is being held.

The E. B. Adams Co., Washington, D C, write us that the fire which recently occurred in their warehouse has not seriously inconvenienced the concern. It was confined exclusively to the woodenware and a portion of the tinware departments. The stock of china, glassware, lamps and holiday goods was not injured at all.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Three good men to go on the road with our lines of china and glass. JOHN WYGAND & Co.

A FIRST-CLASS European (German) manufactory of ceramic and other transfers desires the services of traveling man for the United States. Only those well acquainted with this branch should apply, stating age, salary and experience. Address Box 436, this office

WANTED—A man experienced and thoroughly posted in crockery, china, lamps and glass wants a position for 1907 as manager and buyer in department store or assistant in large concern. Address Box 439, this office.

A FIRST-CLASS German china firm well acquainted with the American trade, and which has connections with the best china works in Germany and Bohemia, is open to act as commission merchants for good American houses. Address CHINA, this office.

CUT GLASS SALESMAN—New York City and Middle West. Man who is acquainted with the jobbing and department store trade, and able to increase present business. Address Box 438, this office

FIRST-CLASS man, worth a first-class salary and capable of proving it, wanted to travel part of the States of New York and Pennsylvania. Also a man for a part of the Southern territory. GEO. F. BASSETT & Co.

SITUATIONS WANTED.

WANTED—By a man of long experience and extensive acquaintance, position as either local or traveling salesman for a pottery making first-class goods Address SALESMAN, this office.

GENTLEMAN thoroughly conversant with the crockery trade would like appointment as buyer for American house in the Staffordshire potteries. Apply T. G. WOOD, Wolstanton, Stoke-on-Trent, England.

FOR RENT.

FOR RENT, FURNISHED—in Hamburg—an apartment of five rooms, kitchen, etc. Well furnished and ready for housekeeping, in one of the best locations in Hamburg. Suitable for anyone spending a few months on the Continent who prefers home comforts to hotel life. MRS AHRENS, Schrodershift Str., 5 1 | 1, Hamburg, Germany.

BUSINESS OPPORTUNITIES.

WANTED—On commission, a small specialty line to go well with a china line, to be represented in New York city, New England, New York State, Pennsylvania and the South. Address Box 434, this office.

THE LEIPSIC ADVANCE FAIR FOR SAMPLE STOCK AND SAMPLE COLLECTIONS

of porcelain and other ceramic goods, glassware, metal goods, jewelry, leather goods, woodenware, basket goods, japan and china ware, dolls and toys, papery, musical instruments, soaps, perfumes, luxuries, house and household utensils of all kinds, and also similar goods of all kinds, will commence

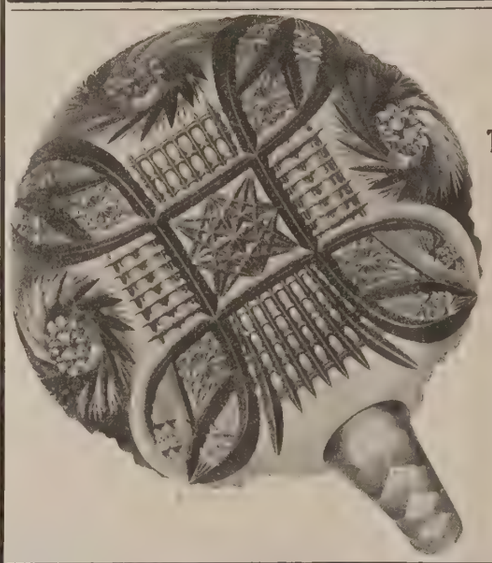
MONDAY, MARCH 4th, 1907,
and will close
SATURDAY, MARCH 16th, 1907.

Most of the Exhibitors will display only for the first five days.

The Council of the City of Leipsic.

LEIPSIC, GERMANY, November 12, 1906.

FRY CUT GLASS
QUALITY TESTED



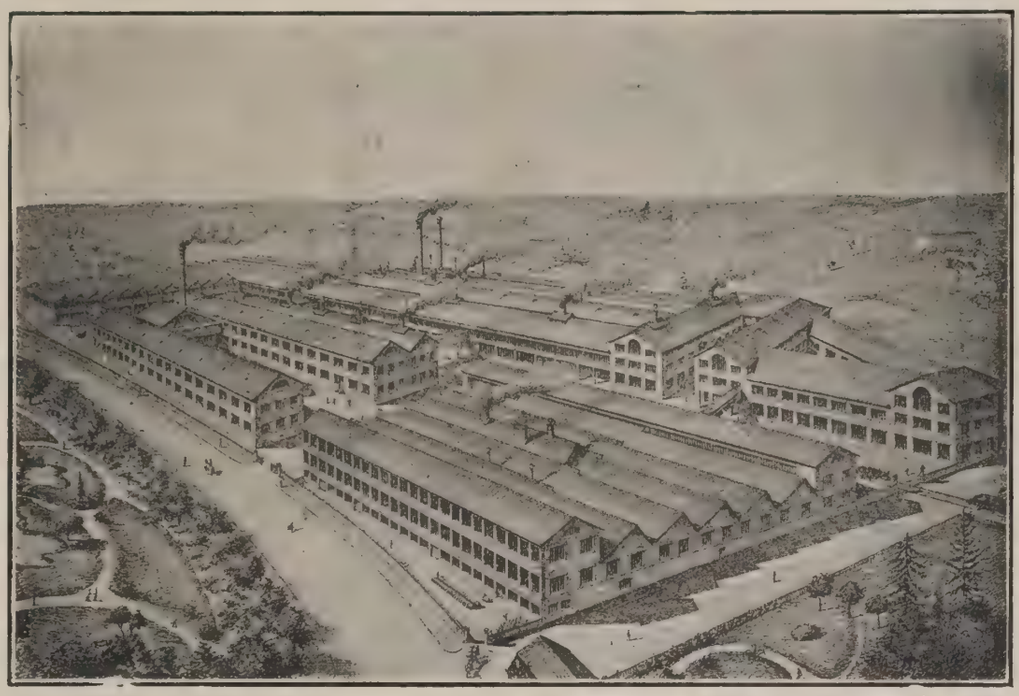
Those who have tested the quality of Fry Glass buy it again.

Highest Honors at Lewis & Clark Exposition.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.



La Porcelaine Théodore Haviland

Limoges, FRANCE

The brand of *Théodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE** is part of the stamp, in order to

AVOID IMITATIONS.

William L. Briggs,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903
Hors Concours, St. Louis, 1904.

THE COUNTRY'S GLASSWARE OUTPUT.

THE Department of Commerce and Labor has just issued statistics concerning the domestic production of glass for 1900 and 1905. It is the first time that such details have been published, and they will be read with absorbing interest by everybody connected with the business.

Materials used, total cost	$26,145,522	$16,731,009
Glass sand	1,547,147	846,822
Soda ash	4,068,804	2,259,939
All other materials	13,488,363	9,388,518
Natural gas	2,777,157	1,575,278
Oil	526,868	409,158
Coal	2,748,766	1,074,074
All other fuel and rent of power and heat	232,379	144,698
Mill supplies and freight	756,038	1,032,522
Products, total value	*79 607,998	56,539,712
Window glass	11,610,851	10,879,355
Polished plate glass	7,978,253	5,158,598
Tableware	4,897,537	2,617,784
Jellies, tumblers, and goblets	1,639,167	2,007,386
Lamps	1,247,628	1,498,675
Chimneys	3,061,334	2,719,583
Globes, shades, and other electrical and gas goods	3,055,386	2,497,885
Blown tumblers, stemware, and bar goods	2,928,198	1,598,652
Cut glass	987,556	672,463
Bottles and jars:		
Prescription vials and druggists' wares	6,638,508	4,665,697
Beers, sodas, and minerals	7,927,287	5,075,068
Liquors and flasks	5,555,815	2,403,447
Milk jars	1,160,743	729,008
Fruit jars	3 436 047	2,935,036
Patent and proprietary	3,709,510	2,602,976
Packers and preservers	2,989,557	2,119,221
All other products	10,784,621	6,358,878

*In addition, glassware to the value of $9,663 was made by establishments engaged primarily in the manufacture of other products.

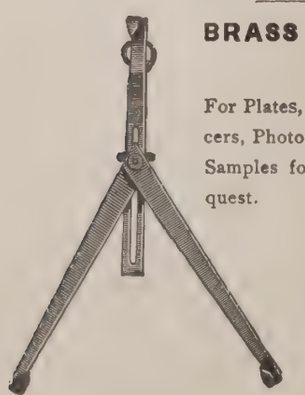
B. & D. SUFFER BY FIRE.

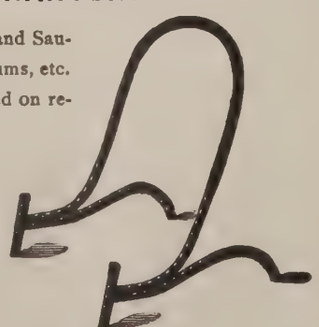
FIRE started last Thursday afternoon in the storage warehouse of Bawo & Dotter at No 89 Congress street, Brooklyn, N. Y. When the first engines arrived the battalion chief sent another alarm, and this was soon followed by a third. The fire caused damage amounting to $25,000.

WE HAVE NO AGENTS.

BRASS EASELS AND PLACQUE HANGERS

For Plates, Cups and Saucers, Photos, Albums, etc. Samples forwarded on request.





ABELS & CO., MANUFACTURERS 460 West Broadway, New York.

WE SOLICIT YOUR BUSINESS ON THE MERIT OF OUR GOODS.

DECORATED DINNER, TOILET WARES and ARTISTIC NOVELTIES.

Huntington China Co.,

HUNTINGTON, W. VA.

"Producers of Porcelaine for Particular People."

Pittsburg Office: Union Potteries Co., Farmers' Bank Bldg.

Cincinnati Office: Union Trust Bldg.

COLORS LUSTRES

ELARCO TRADE MARK

L. REUSCHE & CO.,

71-73 Park Place, New York.

EVERYTHING for the Potter, China and Glass Decorator and Enameled Ware manufacturer, including many specialties controlled absolutely by us for America.

Sole Agents for JAMES HANCOCK & SON, Digils Ceramic Art Color Works, Worcester, England.

Sole Agents for JOHN LAMB'S Potters' Printing Paper in sheets and rolls.

OUR CATALOGUE— a veritable encyclopædia of information—for the asking.

BRUSHES MEDIUMS

CROCKERY AND GLASS JOURNAL

NEW YORK, DEC. 20, 1906.

The Condition of Business.

New York

The year's business is practically finished, as the few days remaining will not bring very much trade. The demand will only be for matchings, and not heavy at that, as it is too late to ship much before Christmas.

It has been a busy year, and a prosperous one. If people have not made money it is their own fault. The domestic manufacturers ought to have made more than they have.

The prevailing low prices in pottery could have been avoided had the manufacturers been able to agree. Yet, in spite of the absence of a compact, many of them have been enabled to get price enough, owing to the heavy demand, to come out with the balance on the right side of the ledger.

The glass men, having one of the best arrangements for controlling prices ever formulated, have prevented any serious price-cutting; and while they possibly might have made more money, still there must have been a fair margin of profit.

Both the glass and pottery men have had to meet high prices for materials and labor, and an advance is fully justifiable. The slight raise which will take place in the price of glass next year will not be felt by anyone, and the similar move of the potters this week is highly commendable.

The importers have had a business only limited by the ability of the European factories to supply the demand. The failure to fill orders is particularly noticeable in cheap goods. The reason is that the demand for the better grades was very large, and as there is naturally more money in high-priced goods the factories on the other side have turned their attention to the most profitable wares. Government figures are not yet available for comparison with previous years, but it looks very much as if the imports would reach the top notch. Even if they do not, one thing is sure; the bulk is greater. And next year the German manufacturers will get ten per cent. more for their goods, both pottery and glass. High prices for material and higher wages have compelled the advance.

The English manufacturers have also shared the good times. Imports up to November first show an increase of more than 7,000 crates. How much is china and how much earthenware is not known. It is certain, however, that business in the former has increased wonderfully.

The demand for French goods has been the best for years, and, what is more, is increasing at a rapid rate. Already the factories are well stocked with orders for spring delivery. Some of them have about reached their capacity. If the spring business for fall delivery is as good as the fall business has been the manufacturers will have to enlarge their plants.

While the lamp business has been very good this

year, there has been a marked change in the production. Not so many decorated lamps have been turned out, but portables and electric goods have more than made up the difference. In these goods, as in all other lines, the best have the preference. The people have money, are improving in taste all the time, and are fast learning to know the difference between good and poor wares.

The housefurnishing trade has been all that any reasonable person could ask. The demand has exceeded the supply everywhere. Prices rule high, on account of the increase in cost of materials and labor. While the manufacturer has made money, he has achieved the result by turning out more goods at the same fixed charges rather than on the net advance he has had to put on his goods.

Retail trade has been good all over the country, and from present indications very little stock will be carried over. The jobbers have long since exhausted their stocks, and will inventory less on the first of the year than they have for a long time.

Trenton. Conditions in the pottery district here differ but slightly from those which have prevailed since December opened. The mails contain few new orders, but those on file are still numerous enough to keep all the plants moving briskly. Energy now is being directed almost wholly to the preparation of goods for the incoming year. Several new shapes are to be introduced, and the various art directors have done their prettiest in the creation of new decorative dresses. The lines, benefitted by past experiences and encouraged by the trade's generosity during 1906, will undoubtedly be the most attractive in the local history of the industry.

Pittsburgh and Vicinity. The demand for glass keeps up in an unprecedented manner. Even with the knowledge possessed by dealers that the factories are overrun with orders and that shipments are delayed by car shortage, letters and telegrams are pouring in demanding new supplies. The manufacturers are doing all they can, but it will be impossible to fill all wants before Christmas.

Great preparations are being made for 1907. It is expected that the demand will be heavier even than this year, in spite of the advanced prices.

The jobbing trade have not been buying as largely for the last few years as they did formerly, but with the increased business all over the country it is hoped that they will see their way clear to do more in glass. The scheme concerns and mail-order houses are counted upon for a great increase.

The exhibit at the Monongahela House promises to be larger and better than ever. More rooms have been engaged, larger lines will be shown, and combined with the exhibits in other hotels and the local showrooms the display will offer attractions to buyers such as they have never had before.

East Liverpool and Vicinity. A pretty good idea of the condition of business may be obtained from the views of the salesmen who are in the city waiting to start out on the road soon after the year's end with their new lines. Says one: "From the view of the salesmen the year 1907 will be more profitable to the manufacturers than 1906—although the past year has been a good one, no matter how it is looked at, or in what section of the country goods were sold in. The good salesman, like the soldier, obeys orders, and one of these for 1907 will likely be to get an advance of from five to ten per cent on all pottery. This advance is not a case of the manufacturer needing ready money, but because he will try to get back part of what honestly belongs to him."

DEATH OF HENRY C. RANNEY.

HENRY CLAY RANNEY, one of the oldest glass salesmen in the trade, died on Sunday, Dec 16th, of Bright's disease. Mr. Ranney was born at Newberry, Vt., and came to New York when a boy. He first engaged in a wholesale grocery store, where he remained for several years. With his two brothers he later started a crockery and glass business under the firm name of Schorb & Ranney. In 1868 the firm dissolved, and Mr. Ranney went with Geo W. Bassett & Co. In 1878 his connection with that firm



HENRY C. RANNEY.

ceased, and he went with the glass manufacturing firm of Bryce, Higbee & Co., of Pittsburg, whom he has faithfully represented in New York all these years. He was a quiet, unassuming man, but possessed of the ability to turn out an immense amount of work in a very short time. The funeral took place on Tuesday evening, and the interment was at Evergreen Cemetery on Wednesday. Mr. Ranney was twice married, and leaves a widow and one daughter. He was a member of the Salesmen's Association.



Blue Earthenware Plate and Cover Dish.

FROM CLEMENTSON BROS., HANLEY, ENGLAND. ITALA PATTERN.

James Douglass, 24 Park Place.



The site of what is now the corner of Park Place and West Broadway.
(Courtesy of Columbia University Press.)

Around The District.

IT is difficult to conceive that the region now covered by New York's busy wholesale crockery and glassware centre once looked like the picture at the head of this page. No one dreamed in those days that the city would extend seventeen miles above Barclay street. Indeed, so little was such a thing deemed possible, or that Broadway would ever be anything but a back street, that when St. Paul's Church was erected the main entrance was made to face what is now Church street, although it was green fields then. So, too, with the college, It was out in the country, where the students would be free from noise and bustle.

The proximity of the downtown crockery district to the Post office, the terminus of the Brooklyn Bridge, the City Hall and Court House, its access by surface, elevated and subway cars, its nearness to the various railroads and steamship lines, all conspire to make it a desirable location. The outlet of the Pennsylvania tunnel at Cortland street will be another factor in its favor. Five years ago there was an agitation looking towards the removal of the Post-office uptown. The mere suspicion that such a thing might happen had a disquieting effect on all real estate within a radius of half a mile of the City Hall. Many stores and lofts had "To Let" cards on them, and in some instances they hung for months, with few or no demands; and when a possible tenant was found he made pretty nearly his own figures on a lease. About this time there was a feeling that an uptown movement would follow, and some crockery merchants did migrate, thereby making a new district.

Within a year there has been a great change downtown. Real estate values have risen, and rents have increased to a point where a little further advance would be almost prohibitive to the crockery men. Property owners have no sentiment in the matter, however, and if crockery men will not pay their prices, others will. Gradually outside industries have worked in One of the most desirable stores in the district is occupied by a seedsman, another wont to shelter a glass and lamp concern was taken by a hardware firm, while another lamp house had the store rented over its head by a liquor concern. Those who moved because of the newcomers did not go out of the district, but took lofts in place of stores. The new era of prosperity which the country is now experiencing is creating a still further demand for places of business. Firms which began in lofts and office buildings are looking for places on the floor. Two or three out-of-town houses heretofore represented by desk-room or parts of lofts, or who have had their lines in the hands of commission agents, are looking for stores.

Rentals and real estate values, high as they are now, would be higher yet if the buildings in the district were more modern. Four new office buildings just skirting its edges have been erected, but except in one instance there has been no improvement in store space. This does not mean that no improvements have been made in stores already existing. As a matter of fact, many stores have been renovated, furbished and improved to a wonderful extent. The insides of most of the warerooms give the lie to their exteriors. Still, the conveniences inside are nothing to boast of; but long acquaintance with them reconciles the occupants. "What they do not know they do not miss."

Conditions external or internal, however, are not what concerns the crockery buyer. He does not care

a button about the buildings. It is their contents in which he is interested, and there will be plenty of new and good things to be seen in them shortly after the first of the year.

In the warerooms of the uptown district no changes have been made except in the personnel of some places. The distance between the two districts is so slight in point of time that it does not take much longer to ride from the centre of the downtown district to the uptown stores than it does to walk from Chaambers to Barclay street. Buyers do not seem to worry much over the division of the district. All the favorite hotels are 'way up town now, and visitors to the city in quest of china and glass as a rule take in the uptown district on their way downtown, or else on their return to their hotels—though it is not uncommon to come downtown first, run up to Washington Place, and then come back to Murray street, Park Place or Barclay street.

SALESMEN'S ASSOCIATION ELECTS OFFICERS.

LAST Monday's annual meeting of the Pottery, Glass and Brass Salesmen's Association, held in the rooms of the New York Crockery Board of Trade, was more largely attended than the sessions of this organization usually are. This evidence of an increasing interest on the part of the members in the welfare of the body was emphasized even more strongly by the unprecedentedly heavy balloting for officers to serve during 1907. Exactly 492 members, the greatest number in the history of the association, submitted their votes. Wm. S. Pitcairn for president, Jos. F. O'Gorman for secretary, and H S. Mirrielees for treasurer were unopposed The contest for the vice-presidency between J. Duncan Dithridge and R E. L. Wells was won by the first-named. The eight directors elected out of a field of fifteen candidates follow: Chas H Taylor, Henry Endemann, John Nixon, Geo S Lemcke, Edw F Anderson, Robert H Yarwood, Harry L Seixas and Geo F Mackey. Appended is the vote polled by each nominee:

For president—Wm S Pitcairn, 479

For vice-president—J Duncan Dithridge, 324; R E L Wells, 151.

For secretary—Jos F O'Gorman, 483

For treasurer—H L Mirrielees, 482.

For directors(eight elected)—John Nixon, 439; Chas H Taylor, 410; Henry Endemann, 382; Geo S Lemcke, 298; Harry L Seixas, 295; Edw F Anderson, 274; Robert H Yarwood, 242; Geo F Mackey, 228; Geo Hamilton, 211; Linsley Haviland, 185; Harry B Hollis, 184; John H Ling, 170; Arthur V Rose, 155; John Bieswanger, 137; Harry S Clarke, 134

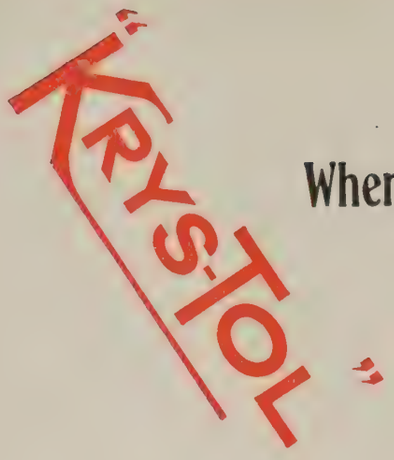
Prior to the opening of the ballots Secretary O'Gorman and Treasurer Mirrielees presented their reports. Both papers were of the most gratifying nature, demonstrating not only the remarkable numerical growth of the association, but likewise the stability of its financial condition. With regard to the latter fact, Treasurer Mirrielees announced that whereas one year ago the association's treasury contained only $832,54, it is in possession to-day of $3,889.29. During the year he received $504.50 by voluntary subscription from the members for the San Francisco sufferers, $3,474,80 in dues and assessments, $39.38 in interest for money on deposit, $35 from the 1905 picnic committee in the shape of a returned loan, $1,000 from the reserve fund, and $15.66 in interest on this $1,000 These receipts totalled $5,901 88, out of which he paid $2,012 59 in expenses, death benefits and the San Francisco donation alluded to. The balance of $3,889 29 is apportioned as follows: Reserve fund, $2,307 16; benefit fund, $1,543.04: general fund, $39.09. This report by Mr. Mirrielees was by long odds the most satisfactory that any treasurer has ever been privileged to make.

Secretary O'Gorman's report was equally cheerful It made known the establishment of a fresh record during 1906 for new members, during which period 126 names have been added to the roll. The best previous record in this regard was in 1905, when 107 applicants were admitted. The present membership of the association is 674, which is far and away the highest figure ever before reached. During the year three members have been lost by death. They were Thos. P. Donoher, Winfred S. Ames and Henry C Ranney, the latter of whom died after Mr. O'Gorman's report had been prepared. The monies which have passed through Mr. O'Gorman's hands during the year follow: Dues, $646; initiation fees, $252; assessments, $2,567; exchange, $4.80; San Francisco subscription $504.50; total, $3 974.30.

It was determined during the progress of the meeting to increase the salary of the secretary to $300 a year. The annual recompense heretofore has been $200. Mr. O'Gorman, who was re-elected to this office, made a vigorous protest against this advance in salary, on the ground that the financial consideration was of little concern to him and that he was only too ready and anxious to contribute his services to the association without regard to monetary reward. But the assembled members, much impressed by the secretary's unselfish loyalty to the organization, refused to heed his request and voted unanimously for the increase.

Three new members were also elected before the ballots were opened. They were: Geo. H. Service, with I. Wedgwood, Ltd.; John L. Christie, with the Cook Pottery Co.; and Herbert J. Boyd, china importer of Winnipeg, Man.

IT'S the constant cooing lover
Carries off the blushing maid;
And the constant advertiser
Is the one who gets the trade.



When You Buy "KRYS-TOL" You Buy a Seller.



THE practical test of table glassware is in its use; the commercial value depends upon the exclusiveness and originality of its design.

"KRYS-TOL" represents the highest degree of quality and artistic merit in table glassware that brains and skillful workmanship can produce.

A twelve-month's success—unparalleled in the annals of the glass industry—attests the buying public's appreciation of "KRYS-TOL" superiority.

There are no failures in "KRYS-TOL" productions.

New features and up-to-date ideas insure their success.

"KRYS-TOL" creations for 1907 are surpassingly attractive. They invite comparison.



Monongahela House, Pittsburg, Pa.



OHIO FLINT GLASS CO., Lancaster, Ohio, U.S.A.

NEW YORK: 25 West Broadway. PHILADELPHIA: 922 Market Street. CHICAGO: 45 E. Randolph Street. ST. LOUIS: 404 N. Fourth Street. SAN FRANCISCO: Morgan & Allen Co.

A. GREDELUE

Baccarat Glassware

43 to 51 West Fourth Street, New York.

Corner Washington Square.

Table Glassware, plain, etched and engraved
Toilet Ware, plain, cut and gilt
Goods for mounting and silver deposit
Special lines for Perfumers
Deep Rock Crystal
Colonial Cuttings
Gold Decorations
Blanks

NOW ON SHOW NEW SAMPLES OF FANCY ARTICLES WHICH WILL NOT FAIL TO ATTRACT THE ATTENTION OF DEALERS.

ORDERS WILL BE TAKEN FOR SPRING DELIVERY

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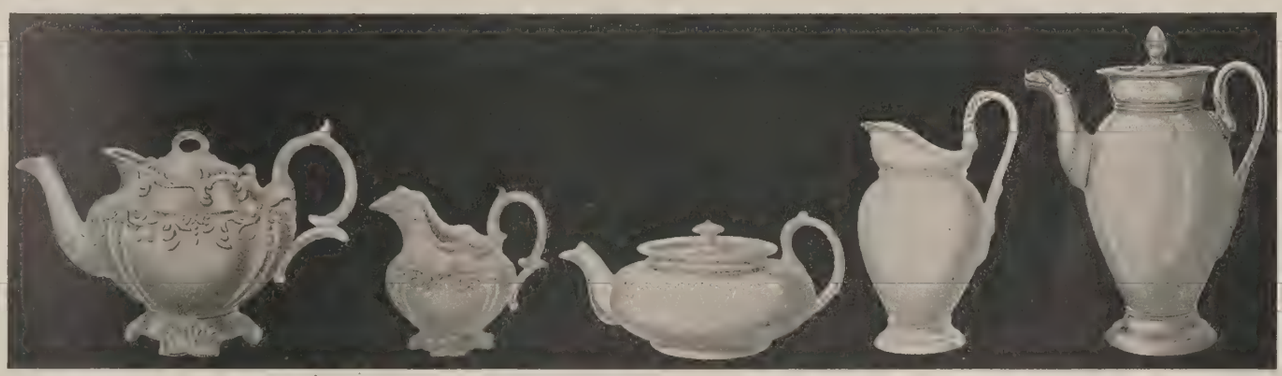
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LIMOGES—NEW YORK



MADE AT OUR FACTORY ABOUT 1815.

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Royal Doulton

FINE ENGLISH CHINA,

EARTHEN AND STONEWARE.

THE Royal Doulton productions for 1907 will surpass all previous efforts. Samples will be ready about January 10th, and an early inspection by the trade is invited.

SOLE AGENT,

W. S. PITCAIRN,

44 Murray Street, New York.

W. H. GRINDLEY & CO.

Highest Grade of

ENGLISH EARTHENWARE.

THE "Marquis" and the "Duchess," in White and Decorated, are the greatest successes of the season.

Our Hotel Ware is a line by itself.

SOLE AGENT,

W. S. PITCAIRN,

44 Murray Street, New York.

"CAULDON"

China and Earthenware.

ALSO

T. & R. Boote, Vitrified Hotel Ware.

Bishop & Stonier, Dinner Ware.

Gibson & Sons, Teapots—Plain, Rock and Decorated.

Samuel Ford & Co., White and Decorated Earthenware.

John Walsh Walsh, Fancy and Rock Crystal Glass.

Edinborough and Leith Glass Co., Plain and Rock Crystal Glass.

EDWARD BOOTE,

46 West Broadway,

NEW YORK CITY.

Royal Copenhagen Ware

POSSESSES AN INDIVIDUALITY ALL ITS OWN.

Samples may be seen in New York at Nos. 1 and 2 Hudson Street, corner Chambers Street and West Broadway (Irving Building).



DECORATING ROOM





Royal Copenhagen Porcelain Co.,

Manufacturers also of ALUMINIA EARTHENWARE at popular prices.

Grand Prize awarded at Milan Exposition for highest number of points for both China and Aluminia Ware.

1907

Endemann & Churchill,

50 MURRAY STREET, NEW YORK.

Our Lines for 1907.

L. BERNARDAUD & CIE., Limoges, France.

The French China import line from this factory will be ready early in January, and for beauty, novelty and variety will excel all previous lines from this well-known factory. Your inspection is cordially invited.

Twenty Open Stock Dinner Ware patterns carried in New York. Illustrated sheet on application.

S. REICH & CO., Vienna, Austria.

Bar and Table Glassware from this factory we show in great variety, both plain and engraved. We claim it to be the best line of Bohemian Glassware coming to this market, and the prices are right. Stock or Import.

DON'T PLACE ORDERS UNTIL YOU SEE THESE LINES.



Pittsburgh and Vicinity.

The advance in the price of glassware is not causing a decrease in the business of the factories. Many holiday orders are held up, and one selling agency which does an immense business has announced that between thirty and fifty big orders which should have been delivered weeks ago have not been touched at the factories.

The annual meeting of the American Association of Flint and Lime Glass Manufacturers will be held the second Tuesday in February. The election of officers will come up at this meeting.

Controversy over the selling price of a nine-ounce table tumbler has come up in this district. A proposition has been under consideration by some of the manufacturers to boost the present figure 25 per cent, while others are holding out for ten per cent. It is believed that the quotation will be satisfactorily adjusted within a fortnight.

Hollweg & Reese, of Indianapolis, have closed an arrangement with Tanner & Kearns manufacturers' agents, with sample rooms in the Bissell block, to represent their line throughout the Pittsburgh district.

Arrangements are being completed for the annual glass and pottery exhibition in Pittsburgh, beginning January 1. The Monongahela house will, as usual, have the bulk of the displays, although the shows at the Henry and Fort Pitt will be greater than last season.

Managers of the Pittsburgh department stores say that the sale of pottery and glassware during the past year, and especially during the holiday season, was a record breaker, and give as a reason the fact that the American manufacturer is pleasing the small buyer better now than ever before.

The general offices of the Macbeth-Evans Co. have been removed to the new Wabash building, the firm occupying about one half of the suites of an upper floor. The business of this concern has grown to such an extent that more office-room was an absolute necessity.

Every factory in the district has arranged to put out new shapes, designs or decorations after the new year.

Washington, Pa.

The shortage of gas throughout this district has greatly hampered the business of the glass factories. Those who have suffered most are the Duncan & Miller Glass Co., Highland Glass Co., the Atlas and the Hazel. These firms get their supply from the West Virginia gas belt, which many manufacturers believe is fast playing out.

Wheeling, W. V.a

Every glass plant in this district has been working night and day to clean up the business of the old year in order to start the new season with order files containing nothing but new business. While 1906 orders are still awaiting shipment, business for 1907 has started to come in at a remarkable rate

Monaca, Pa.

The Phoenix Glass Co. are working their plant here to the limit. While the company are paying attention to new things to be placed on the market at the first of the year, the old lines are being gotten out as fast as possible. They are simply rushed to the limit with business.

Grafton, W. Va.

In addition to cut glass, the Empress Glass Co. will hereafter devote itself to the production of table glassware. C. Shoemaker has been engaged to direct this department. Since its shutdown several months ago the plant has been equipped with new machinery and a new heating system.

BUSINESS BRIEFS.

A charter has been granted to the Fort Worth, Tex., Glass and Sand Co. Capital, $50,000

A charter has been secured by the Braidwood Bottle and Glass Co., Chicago, Ill. Capital, $50,000

The M. & M. Freedman Co., this city, has been incorporated to deal in bric-a-brac, etc. $10,000 capital.

Sam. Itsetitz, 168 Harrison avenue, Brooklyn, N. Y., suffered a loss of $150 on crockery by fire recently.

There was exported from this country to Cuba during 1905 a little less than $1,000,000 worth of glass and glassware.

J. P. Leavitte is closing out his crockery business in Hamburg, N. Y , preparatory to his removal to Puyallup, Wash.

Geo. Rathbun has sold his stock of crockery in Dundee, Mich., to John Hesley, whose son is to manage the business.

A crockery, glass and housefurnishing department is to be added to the Jas. Edgar Co.'s store, Brockton, Mass., on March 1.

The Johns Bros. glass factory, Fairmont, W. Va., has been reorganized under the name of the Fairmont Bottle Co , with a capital of $44,000.

It has been found necessary by the International Cut Glass Co. to lease a factory at Main street and the Terrace, Buffalo, N. Y., for the purpose of doubling its capacity. The present plant will also be retained.

Geo. and John Norris have purchased E. E. Willet's queensware business in Columbia City, Ind., and will operate it hereafter as a 5 and 10-cent store.

With $25,000 capital, the Newark, N. J., Gas and Electric Fixture Co. has been chartered. Incorporators; Chas. L. Beck, Chas O. Gayer and F. C. Ferguson.

Geo. V. Millar & Co., Scranton, Pa., have the knack of getting up attractive advertisements. Their latest is a silhouette folder of St. Nicholas. To open it the face is pulled out from under the cap, leaving a bald-headed old Santa Claus. It is quaint and attractive.

A meeting of creditors of the Cluster Gas Light Company, of No. 67 Bowery, this city, against which a petition in bankruptcy was filed November 26, was held on Tuesday at the Astor House and was attended by about sixty creditors. A settlement was accepted at 33 1-3 cents on the dollar, payable 15 cents cash and 18 1-3 cents in notes. The liabilities are $82,000.

In Chicago the Plume & Atwood Mfg. Co. have opened a new office and salesroom at 508 Heyworth Building, next door to the Phoenix Glass Co.'s new office and adjacent to that of the Bradley & Hubbard Mfg. Co. Mr. Chase will be the manager. This building is becoming quite the headquarters for glass, brass and kindred lines. It is centrally located, and has an entrance on both Wabash avenue and Madison street.



NEW JUGS BY THE BUFFALO POTTERY.

Interior Views of An English Pottery.

Scenes in the works of
W. H. Grindley & Co.,
Tunstall.



DECORATING.



GLOST PLACING.



CLEANING THE WARE.



MAKING HOLLOW WARE.



SAUCER AND PLATE MAKING.

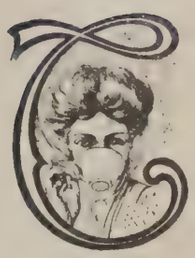


MOLD MAKING.



IN THE WAREHOUSE.

Dainty China in "Little Shops."



THE "little shop" presents new delights to women, especially to Christmas shoppers. All through the city these little shops are springing up. Sometimes you come across them in unexpected places far from the main current of business, shyly reticent. Sometimes they are tucked between imposing establishments. You might pass one of them daily for six months and never note its existence. Finally some day, for no special reason, your eye is caught, you look again, wondering why you never noticed it before, and you slip within. The inevitable happens. You come again

For there is much in its narrow, box-like interior to appeal to your taste. Perhaps it is the courtesy with which the proprietor receives you. Perhaps it is that your purchase, large or small, is delivered to you with something like a look of gratitude. Possibly it is the shopgirl who attracts you by arranging the stock with a manner that bespeaks more interest in her work than the question of weekly wages

On entering one of these little shops a tall, pretty girl welcomes you There is no crowd. The stock, selected with care, is displayed on shelves and mid-room counters, while up and down the aisles the purchasers walk, taking their time.

"Just want to look around," you begin, with the usual shibboleth of the shopper; and the "with pleasure" which the salesgirl says in answer is uttered cordially.

She accompanies you and calls your attention to particular pieces. There are two or three chairs at the end of the shop, where you rest as you discuss the merits of possible purchases. When you leave the little shop more than half the Christmas shopping has been done, and you don't know how it was done.

Among the novelties you may have purchased is a night set in delicate-hued china, its pattern exactly duplicating that of the paper which covers the wall of your friend's room, for whom it is destined.

The night set is of three pieces, to be placed at the side of the bed on the night stand. There are a pitcher for the drinking water, a candle and a match safe. A low table is also for sale which may accommodate the night set, and there is room on it for a book rack besides, so that the sufferer from insomnia may have all the comfort possible.

The night set may be purchased with a plain tray for $3, or of better china and with a more elaborate tray for $15, the latter naturally appealing by line and color more to the connoisseur and the former to the practical-minded woman.

Or you may have selected a breakfast set on which breakfast may be served in one's room. It is very charming and only costs $10 if you are economical; $25 if you are not.

On the tray repose cup and saucer, plate for fruit and cereals, pitcher for hot milk or water, a coffee pot, egg cup and covered toast rack. Like the night sets, the newest designs of the china are copies of the chintz wall papers

One of the most popular is a duplicate of a design used for the old-fashioned painted paper, done by hand, which is to-day as rare as it is costly. It depicts an impossible bird on the lonesome branch of a nightmare tree; and no matter how unwelcome might be the tinkle of the bell that announced the waking hour it would be a moral impossibility to greet the golden-plumaged bird with a scowl.

Children are not forgotten, beauty and use being combined in a set of bowl, pitcher and plate, on which all sorts of childish lures may be found—pink and white children, impossible animals and nursery rhymes galore, all of which may be purchased for $1.50

On a high snelf the morning sunlight filtering through a casemented window reveals an opalescent glow which resolves itself finally into a row of glasses about three times the size of a champagne glass and of the same form. These are grape fruit glasses, in which the fruit may be served for breakfast or luncheon in the skin, cut in half, or for dessert shredded and smothered.

Bouillon cups form a frieze beneath, and the girl takes up one after another, twirls it with supple fingers and calls attention to their ever-growing popularity.

"The first ones we sold," she says, "all had covers, but none of the new ones do, for the covers got broken, they took up room on the dinner table, and have been found to be practically a mistake. Collections of bouillon cups are one of the fads of the modern house-

keeper; sometimes she may have three or four dozen, each a gem of the ceramic art."

Then she takes up a joke cup, which furnishes the practical joker an opportunity for a Christmas gift and the expression of his fancy at the same time. It is about six times the size of the normal one "You know, in every family there is one coffee fiend, and the joke cup is designed for his use, to point a moral as well as to adorn a tale," she explains.

"Here is the bachelor pitcher, designed for his shaving water, ornamented with hunting scenes on the white background, and another style of the stoneware which is very popular for all sorts of toilet articles and dishes, improved this year in lustre and depth of color. One of these pitchers with a monogram may be had for $3.75, without the monogram for $1.50; and for the girl who is uncertain what to give a man friend it furnishes a novel and practical idea The monogram is a very graceful finish and gives a personal touch to an otherwise very impersonal gift.

"I would rather," says the shop girl, lifting a piece of Wedgwood and showing the medallion, "have one little piece of Wedgwood, Crown Derby or Doulton than the whole lot of ordinary china, no matter how charming the design and coloring.

"Perhaps one has to live day after day, as I do, with porcelains and ceramics of all kinds to appreciate the little differences that make up quality; but I can tell as soon as I look at a piece whether it is imported or domestic. There is a something we have not yet got —a color, a finish; perhaps it is the bone that the French and English use so much; who can tell?"

A shopper who has just come in leans forward and embraces the entire set of Wedgwood.

"I'll take it. I always did adore Wedgwood," she says.

The shop girl wraps up the cream jug, the cup and saucer and the tiny teapot with an interest that seems to say she believes she has done art a service rather than trade.

YEAR OF LITTLE GIRL DOLLS.

THE doll with the flirting eyes is the newest comer in dolldom. It was not so very long ago that a doll that could merely open and shut her eyes was considered very grand indeed. But she is now relegated to the church fairs and the charity Christmas trees, for her successor can not only do so simple a thing as go to sleep, but also turn her eyes from side to side and roll them languorously under long, softly-curling eyelashes. These eyelashes, by the way, are attached to the movable lids, so that when Dolly goes to sleep she takes her eyelashes with her, instead of leaving them on her forehead, as she was forced to do when they were merely painted

"Dolls going out? I should say not!" exclaimed the manager of a big toy store. "Dolls can no more go out than can bread and butter. There are more dolls bought for the holiday trade in New York city this year than ever before. The manufacturers have not been able to keep up with the demand, and it would not surprise me if the last few days before Christmas found New York facing a doll famine.

"The craze for Teddy bears? We do not expect so much demand for the bears this year as we had last. Last year they were a novelty, and every child who saw one wanted it. But most of the children have them by this time and are satisfied.

"The church fair doll is just now absorbing attention Every year about this time we sell thousands and thousands of dolls that will later be resold at some bazaar. Usually the dolls are not dressed, and we carry lines especially suited to this trade. But sometimes our highest priced dressed dolls go for this purpose Not long ago a woman came in and announced that she wanted some dressed dolls. She looked at a few, and the saleswoman, who was not expecting to sell more than three or four, nearly fainted when she said she would take 750, the prices ranging from $1 to $10. She ordered them sent to an uptown church which had a bazaar early this month, drew her check for the whole amount, and as she left the store remarked to a friend who was with her: 'I'm glad I have that off my mind.'

"A little later will come the day of the charity Christmas tree doll She is still lower in price than the church fair doll, and if she is dressed her clothes are not quite so elaborate; but we sell her by the thousand just the same

"Fashions in dolls? I should say so. A little while ago the call was all for lady dolls, dolls in ball gowns, reception gowns, street suits, and all that Now we seldom have a call for a lady doll. We do not carry more than three or four in stock, and dress them only on special orders.

"Another year a third of the dolls we sold were fancy dress dolls—Dutch dolls, Indians, courtiers. This year we haven't one in the house. Boy dolls, too, have gone out, and while we still carry a few of them we do not sell one where we used to sell a thousand

"The doll this year is the little girl doll, dressed as nearly like her mistress as possible. All the clothes must be supplied with buttons and buttonholes, so that they will readily go on and come off, and they must also be washable.

"The dolls dressed in elaborate silks and satins are no longer seen Now the dresses come only to knees and are of thin white stuff, ruffled and dainty like a little child's, and finished with colored ribbons.

"A new idea is to crop off the mass of long curls on the wig and leave the hair bobbed as children wear it. It is not only a novelty, but the wig wears better and looks better.

"Dolls meant to be dressed as babies with long clothes now come with short hair, while dolls meant to be dressed as ladies have regular pompadour wigs that may be curled, even marcelled, and dressed in the latest style.—*N. Y. Sun.*

We Extend Our Greetings to the Trade

and are thankful for the liberal patronage we have enjoyed during the past year, which has kept our extensive plant in operation constantly, and beg to say that, as we have always maintained the leadership in the manufacture of pottery ware, we shall so continue, producing absolutely the best goods in our lines made anywhere.

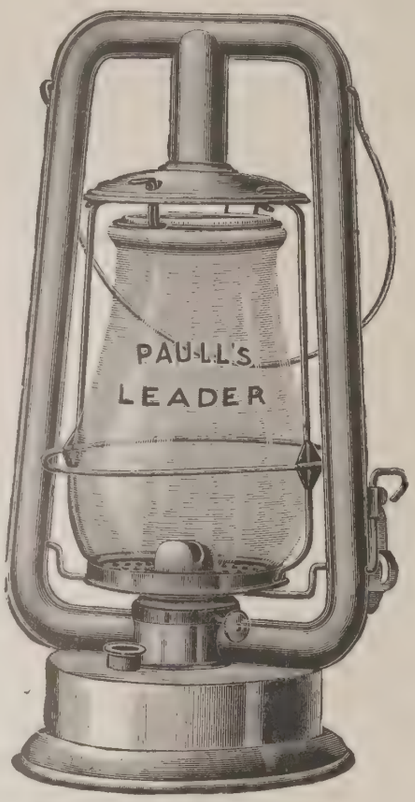


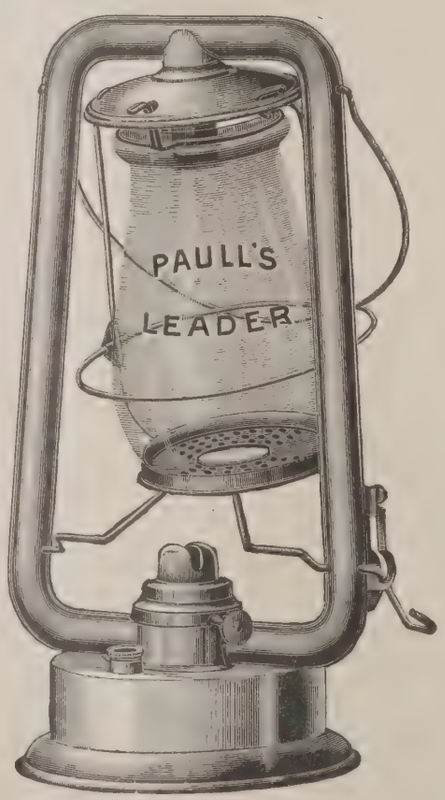
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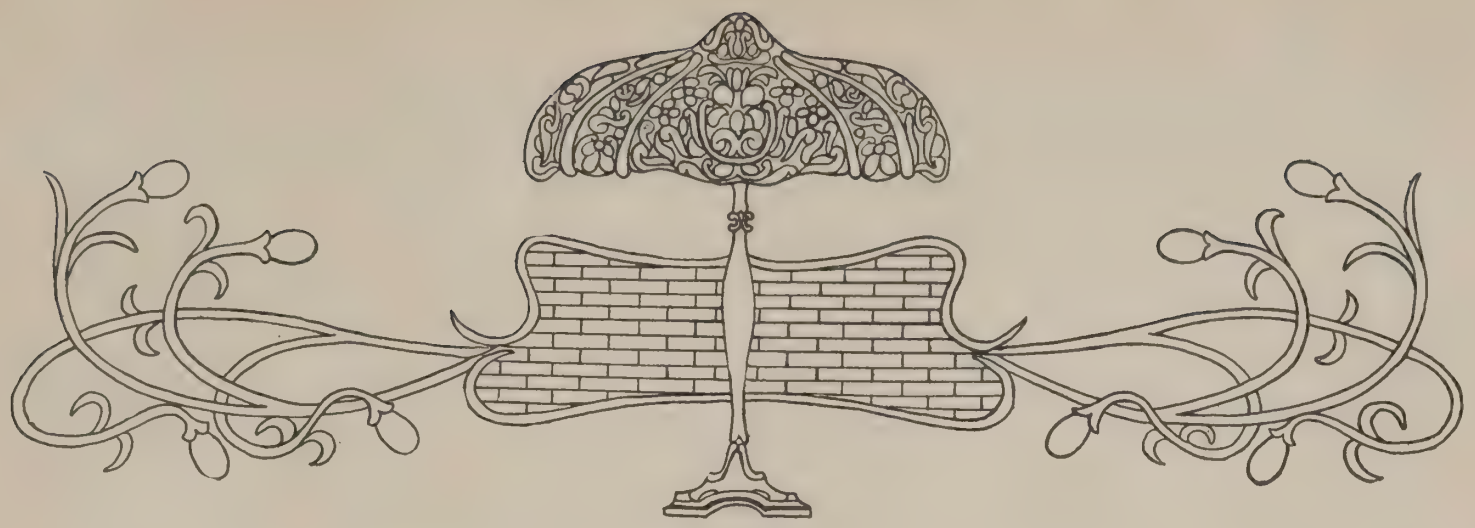
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Making Electric Light Bulbs.

INCANDESCENT electric lamps are now consumed —as the manufacturers express it—at the rate of over 50,000,000 lamps per annum by the people of the United States. This hardly means, however, that that number of lamps is used up every year, because the industry is still in its infancy, still expanding, and much of the annual product goes to satisfy an increasing use of the device.

One curious point about the development of electricity as a means of lighting is that it has been most combatted and most retarded in the large and older cities where the vested interests of the makers of the old style illuminating gas have fought bitterly to protect their stocks and bonds and holdings. This is why, in this country, the newer cities of the West are proportionately larger users of electric light than the older Eastern cities. There are towns of considerable size, indeed, in the West where gas for illumination cannot be had even if desired.

But if gas companies and their beneficiaries hoped to stave off the use of electricity as an illuminant, others saw that it was inevitable, and Edison was as early and as much of a leader in this particular branch as in all others. He introduced his first commercial lamps in 1878—less than thirty years ago—and while the constituent parts of the device have remained the same, most of the many improvements are of his inventing also. He it was who discovered the best substance yet known for the filament inside the lamp, and on this one problem alone spent thousands and thousands of dollars. A substance which produced a good light was comparatively easy. What Edison was after was something which would also be cheap, for he foresaw the great demand which would follow.

The principle of the incandescent lamp depends on the fact that when a current of electricity is sent through a substance too small or too poor a conductivity to carry it easily, the resistance thus offered generates heat. When the heat is great enough the substance glows and this produces the light. There is therefore no combustion of material in an incandescent lamp as in the flame of burning gas or oil, and the thing which gives out light by being heated to whiteness is used over and over again. If it were consumed it would answer only for one time.

Platinum wire possesses the property of remaining unconsumed—or, at least, of being consumed very slowly when heated to whiteness by a strong current of electricity—but platinum costs more than gold and the filament in the ordinary electric lamp is about nine inches long. It was, therefore, Edison's task to find something cheap. He tried several hundreds of likely materials without success, and then sent agents all over the world for other possible substances. Of the 3000 or 4000 samples resulting from this only a few proved suitable and none of them was cheap. The substance finally selected is not a metallic wire, as many people suppose, but consists of pure carbon prepared from vegetable cellulose.

Edison got his first filaments by treating pure cotton with zinc chloride and running it, when of the consistency of molasses, through glass tubes having a diameter of the desired filament. To render the filament more uniform in its emission of light it is now raised to a high incandescence in an alternated atmosphere of hydro-carbon gas (generally gasoline vapor), the carbon of which is deposited upon the filament in the form of graphite. This is just one of the problems which had to be met, and one of the thirty-five separate operations required in the making of the improved lamp as it is used to-day. Such a filament as has been described, for instance, would soon be burned up and consumed if heated in contact with the air, and it became necessary therefore, to exhaust the bulb, or produce a vacuum in it, and this has been another troublesome job to do cheaply. How the lamp has been perfected since it was first invented may be judged from the fact that it now costs, finished, from eleven to fourteen cents.

The glass which composes the bulbs is in quality and composition similar to that used in the making of cut-glass. Formerly the bulbs were blown by hand from tubing of the proper size, and the work required considerable skill; now they are blown in a mould



which gives a uniform product at greatly-reduced cost. As received from the glass works the bulb has its larger end perfectly smooth, while the narrow end through which the current is to run has a neck about four inches long. The first operation at the lamp factory is called tubulating, and consists in welding a tube of small diameter into the large end of the bulb, this tube serving afterward as a passage for exhausting the combustible gases in the lamp. This operation formerly done by hand is now performed by an ingenious machine so simple that any person of average intelligence can do the work after a little practice.

Treating the filament—or "flashing" it, as it is called—is also done automatically. For this operation it is placed in a closed vessel, the air of which is exhausted and gasoline vapor admitted under a definite and measured pressure. Then a current of electricity is passed through the filament, which thereupon becomes heated and in a short time is coated with a sufficient amount of carbon. In this condition, when ready to be mounted for placing in the lamp it has, for a sixteen candle-power lamp, a thickness of five thousandths of an inch and a length of nine inches.

For mounting the heated filament is attached to a glass tube flared at one end. The leading-in wires are of copper having small pieces of platinum wire fused on one end. The joint of platinum and copper is placed in the flat end of the mount with the glass thoroughly melted around the platinum wires. Owing to its high cost various substitutes for platinum have been tried from time to time, but none has yet proved successful. Platinum is the only known metal which has the same expansion as glass under varying temperatures, and its use is, therefore, imperative in making the seal hermetical.

To seal the mounted filament into the lamp the long neck of the bulb is blown off. Then the mount with filament attached is introduced and the parts thoroughly melted together, forming a hermetical seal. Great care is needed here lest the glass be cracked from introducing it too quickly into the melting fires. After the mount has been sealed in, the bulb is thoroughly annealed to prevent cracking. Then it is tested for air leaks before going to the exhaust pumps. The sealing is done on a machine worked by two, operators, who turn out from 2000 to 25000 lamps a day.

Formerly the air and gases in the lamp were exhausted by means of the mercury or Geisler pump, but this method was always regarded as slow and laborious, and was replaced about ten years ago by the one now employed, which depends on the use of chemicals. The new method is also found much more reliable. It is the invention of Malagnani, an Italian. Malaganani first obtained a very high vacuum (about 1 m. m. of mercury) by means of a mechanical pump, and then, disconnecting the lamp from the pump, introduced suitable chemical agents which neutralized the remaining combustible gases. In the present-day practice the chemical is introduced through the small tube which has been attached to the end of the bulb. This tube is connecetd with the vacuum pump, and after the gases are all exhausted the chemical is heated and the tube is melted off from the bulb, leaving the little pointed tip which is to be seen on all finished lamps.

The lamp is then tested on an induction coil for vacuum, the degree of vacuum being judged by the amount and color of the glow in the bulb. With a current giving a half-inch spark the absence of all glow or only a slight phosphorescence is sign of a satisfactory vacuum. A blue glow denotes the presence of a slight amount of gas, while a pink glow is an indication of air, and consequently a faulty lamp. The next step is the measurement for candle power, voltage and amperage. This is performed in a dark room and is known as photometering. The lamp to be tested is balanced against a lamp of known value, and the readings of the proper instruments are noted at the point.

After the lamp has been photometered it is sorted into stock, preparatory to having attached to it the metal base or cap which screws into the socket when the lamp is to be used. For this operation, just as for each of the others, special machines are used. This entirely finishes the electric lamp as it is shipped to the consumer, the making of the sockets being an entirely separate branch of the electric lighting industry. Before shipment of the lamp, however, each one is given a final test and inspection to catch any imperfection that might have been overlooked before.

Incandescent lamps are made in great variety of shapes and strength, from the tiny bulb used in such things as scarfpins and hairpins which are made to show a glow no stronger than a fire fly, to those of 150 candle-power. A recent lamp contains two filaments, one large and one small, and so adjusted that by turning a switch either a sixteen candle-power light or a two candle-power light may be obtained, which makes the lamp as convenient as the gas jet, as it may be turned down low. The business is so well established now, however, that there are standard sizes of lamps, all made with the same size and style of cap, so they can be used interchangeably on the standard sockets, just as standard sizes of coal oil lamp wicks or of gas jet burners may be used. It is, of course, the manufacture of the standard sizes that constitutes the great bulk of the business. Other sizes and designs may be ordered, but the standard sizes are kept in stock.

A great majority, perhaps nine-tenths, of all the operatives in an electric lamp factory are women. The work is light and cleanly and not unhealthy, and, more than that, most of it requires a delicacy of touch and a capacity for close watchfulness which women have naturally and which men have to acquire through a long apprenticeship. Such factories are necessarily, by the nature of the business, well equipped and the work is pleasant. The various operations of fusing are performed with tiny jets of gas which add scarcely anything to the heat of the atmosphere, while the vapors and gases used or generated find no escape from the receptacles in which they are confined. All of



Meditation.

these women workers are young and intelligent and many are good looking, the absence of dust and dirt enabling them always to present a neat appearance and more variety in the matter of feminine adornment than is possible in many other trades.

The blowing of the glass bulbs as they are received at the lamp factory is the work of the glass-blowers, and will probably always remain so. Attempts have been made to combine the two operations in the one establishment, but all these have failed, though some of them were very complete and also very costly.—*Phila Record.*

What the Poets Don't Know About Pottery.

A VERY clever article in a recent issue of the *London Pottery Gazette* has for its subject the relationship of pottery to poetry, and after quoting with satisfaction various authors, from Jeremiah and David down to Omar Khayam and Carlyle, the writer gets after Longfellow in this way:

But I must really draw the line at "Keramos,"

"Turn, turn, my wheel! Turn round and round

(which is what a wheel generally does)

Without a pause, without a sound

Now, that is flat nonsense. The noiseless thrower's wheel has not yet been invented; and how on earth the attendant is to take the finished pieces off with the wheel still whizzing round "without a pause," would puzzle the most up-to-date potter.

"So spins the flying world away!
The clay, well mixed with marl and sand."

I must own to an uncomfortable suspicion that the addition of the marl and sand had more to do with the necessities of rhyme and rythm than of a good workable body. There are not so many words to rhyme with "hand" and "command" as you might think. "Band," "brand," "grand," "land," are nearly all, unless you include the verbs such as "tanned," "fanned," etc., which are just a little illegitimate to your sensitive poet. None of these is suitable, and therefore it had to be "sand," which, unless it was finely ground, must have made a sad mess of the thrower's fingers. But let us get on:

"This clay, well mixed with marl and sand,
Follows the motion of my hand;
For some must follow, and some command,
Though all are made of clay."

No; the marl and sand are superfluous; they do nothing; the clay would follow the motion of his hand just as well, perhaps better, without them.

We come next to the explanation of this verse with which the poem abruptly opens:

"Thus sang the potter at his task,
Beneath the blossoming hawthorn tree."

Yes, reader; "beneath the blossoming hawthorn-tree!" Picture to yourself the thrower and his wheel, by the roadside, or in a green field, fixed so that he could rest his weary back against the trunk of the tree what time he replenished the frequent pipe. The birds singing sweetly, the cool zephyrs playing over his clayey brow, as he sings his "simple song," breaking off now and again to exclaim, but in suitably poetic language—"Darn them 'ere blossoms, how they keep dropping!"

No, Mr. Longfellow! Place your village smithy under the spreading chestnut tree, if you like—that is no concern of ours—but potters do not work under blossoming hawthorn or other trees. If they did, many manufacturers would attempt to acclimatize the deadly Upas tree of Java for the purpose. They are also too intent upon earning their day's wages to sing anything more elaborate than a music-hall ditty in the intervals of football speculations. Also, for the benefit of future poets, I will jot down a few characteristic specimens of throwers' conversation so far as it refers to their occupation:

"Stiddy, Emma—stiddy!" (to the wheel-turner).

"Goo on, goo on, *goo* on!" (ditto).

"Hewd! Hewd!"

"Darn this cley! it's as soft as muck."

"How many's that, Liza? Tew, foor, six boards; that's aw o' that soize. Jim, bring the cley a bit stiffer for them big jugs."

It doesn't look poetical, of course; but as it is true, and the thrower is a human man, and the clay has the essential quality of plasticity, and the creation of form out of formlessness does really go on, the true poet will express the inwardness of the mystery without the introduction of blossoming hawthorn trees.

Robert Browning is a poet of a different calibre, and knew how to conciliate the higher criticism of poetry reviewers by giving them something incomprehensible which they could not pretend to understand. They could understand everything which Longfellow wrote, which justifiably gave them a very poor opinion of his abilities. Still, I give my vote for Browning, and in his "Rabbi ben Ezra" he has made good use of the potter's art to give point to his very noble and eloquent teaching. In

this poem he glorifies failure—apparent failure—which he holds to be often more valuable than success:

"Not on the vulgar mass
Called 'work' must sentence pass,
Things done that took the eye and had the price;
O'er which, from level stand
The low world laid its hand,
Found straightway to its mind, could value in a trice!"

Not on the ability to give an extra five per cent discount by cheapening production, but on certain other feats, will the judgment on the man's life be based.

"Thoughts hardly to be packed
Into a narrow act,
Fancies that broke through language and escaped;
All I could never be,
All men ignored in me,
This I was worth to God, Whose wheel the pitcher shaped."

We are now fairly on the pot works, and the poet fixes his eye on the thrower's wheel:

"Ay, note that potter's wheel—
That metaphor! and feel
Why time spins fast, why passive lies our clay—
Thou to whom fools propound
When the wine makes its round,
Since life fleets, all is change; the past gone, seize to-day!

Fool! all that is at all
Lasts ever, past recall;
Earth changes, but thy soul and God stand sure:
What entered into thee,
That was, is, and shall be;
Time's wheel runs back or stops; potter and clay endure."

So far, all is good; and neither potter, poet, nor philosopher can find much to criticize; but in the next stanza we are not satisfied:

"What though the earlier grooves
Which ran the laughing loves
Around thy base, no longer pause and press?
What though, about thy rim,
Scull-things in order grim
Grow out in graver mood, obey the sterner stress?"

Imagination boggles at the thought of a thrower running laughing loves—by which I presume cupids, amorini, nymphs, are meant—round the base of his cup, and finishing the top off with a border of satyrs or gargoyles. You don't model figures on a thrower's wheel; that is done in quite a different department, and Browning had sufficient intelligence to know this, even if he had never been in a pot-works. Indeed, from his knowledge of art, he must have known it, and ought to have taken us to the modeller's room if he had done with the thrower. In fact, the whole figure seems to halt a little here, since to represent man, the cup does seem to want some addition to its plain outline which the thrower cannot give. We might suppose that it *had* got into the hands of the modeller, only that later the poet is back at the wheel. So we have to take it as it is, and assume that the Almighty Thrower is able to decorate his vessels without removing them from the wheel. Anyhow, this lapse is atoned for by the noble conclusion of the poem, in which the metaphor is continued in a way which carries conviction.

"Look not thou down, but up!
To uses of a cup,
The festal board, lamp's flash, and trumpet's peal,
The new wine's foaming flow,
The Master's lips aglow!
Thou, heaven's consummate cup, what need'st thou with earth's wheel?

"But I need now as then
Thee, God, who mouldest men,
And since, not even when the whirl was worst,
Did I, to the wheel of life
With shapes and colours rife
Bound dizzily, mistake my end, to slake Thy thirst:

"So take and use Thy work,
Amend what flaws may lurk,
What strain o' the stuff, what warpings past the aim!
My times be in Thy hand!
Perfect the cup as planned!
Let age approve of youth, and death complete the same!"

Surely this is the noblest use of the fictile art that has been made by any author; but it has not exhausted the mine. Now that potting has fallen on evil days, and there is little money to be made out of it, we might eke out a precarious livelihood by turning it into poetry and romance. Looked at in the right way, there is plenty of matter in a pot-works for comedies, narratives, romances, and sermons, and a judicious eye might even discern an occasional tragedy.



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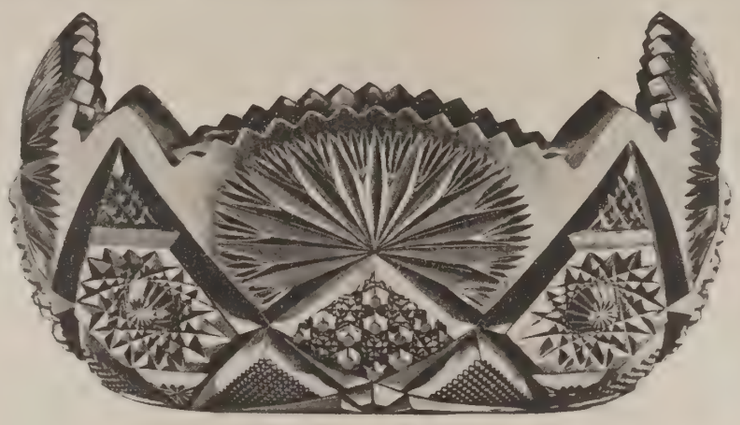
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St. Louis, 617 Granite Bldg., 4th and Market Sts.
Philadelphia, Ninth and Market Sts.
Mexico City, 2 A de Plateros No. 9.
Sydney, N. S. W., Commerce Bldg., Martin Lane.
London, 55 Farringdon St., E. C.
Havana, Cuba, 70 San Rafael Apartado 948.



8½-inch Footed Bowl.

Comedy of the Bankrupt.

SCENE—U. S. District Court.
TIME—The Present.

Dramatis Personae:

POLITZ ROBENHAUER. UNITED STATES COMMISSIONER.
EXAMINING ATTORNEY. STENOGRAPHER.
COURT OFFICER.

MANY phases of New York's cosmopolitan population are seen in the United States District Court. Not the least interesting of these appear in the bankruptcy examinations which are conducted daily before the United States Commissioner. An examination that took place there some time ago developed into a comedy and approached a circus for those who participated in it.

Politz Robenhauer, the bankrupt, casting furtive glances on all sides, was brought before the Commissioner to be sworn. With worried look he raised his right hand upon being told to do so, and listened to the oath he was about to take.

He heard about half of it as it was rattled off, and understood about half of what he heard. Then, allowing his lifted hand—lifted, but not manicured—to fall, and bowing his head to signify that he had sworn, Mr. Robenhauer was led off into an adjoining room to be examined by the attorney for his receiver in bankruptcy. Substantially this is what followed:

Q Mr ——what is your name?

A You'll excuse me, Mr Honorable Lawyer, I don't speak a vord English.

Q Where do you live?

A Im haus.

Q Where?

A City New York.

Q What street?

A East side.

Q What street and number?

A Pitt street.

Q What is your house number?

A I don't remember.

Q Mr. Rohenhauer, don't try to be funny. Answer my questions.

A I'm a honest men. I vouldn't be funny.

Q Do you own any real estate?

A Vy should I?

Q Never mind whether you should; do you?

A I vouldn't do it.

Q Do you or do you not?

A Might'll be yes; might'll be nein.

Q Don't fence with me; answer the question. Do you own real estate?

A Dot I couldn't say.

Q You can say, and you will!

A It's none your business.

Q Do you refuse to answer the question?

A I never did a sin in all mein life. Vy you ask me such guestions?

ATTORNEY (to his assistant)—Call the Commissioner. (To Robenhauer) I'll have you put in jail for contempt of court.

ROBENHAUER—I'll make a speaking vid de Judge. (A second later, as the Commissioner approaches) Vot is de guestion?

ATTORNEY—Do you own any real estate?

A No, sir.

Q Any on Twenty-fifth street?

A No, sir.

Q Any on Grand street?

A No, sir.

Q Any on Canal street?

A No, no, no.

Q Any on Madison street?

A No—on Monroe street.

Q Ah, then, you do own property?

A Sure.

Q Why did you say you didn't when I asked you before?

A Real estate I vouldn't. Property, sure.

Q What property do you own?

A I own Monroe street.

Q Where on Monroe street?

A By de corner.

Q By what corner?

A Dot I don't remember.

Q What is the number of the property on Monroe street?

A I don't remember.

Q Is it a house?

A I told you. Vy you ask me such fool guestions?

Q Have you any tenants in the house?

A Sure.

Q How many tenants?

A Might'll be two, tree, six, a dozen

Q Might'll be a million; but how many are there?

A Vell (counting)—four, six, twelve. Twelve tenants.

Q How much rent do the tenants pay you?

A I vouldn't take rent. Vy should I?

Q Who are these twelve tenants?

A For vy you want to know it?

Q Have they been in your house a year?

A I vant to oxplain.

Q Answer yes or no.

A Can't I oxplain if I vant?

Q Answer yes or no.

ROBENHAUER (to the Commissioner)—Mister your Honor, got I to answer de guestion?

COMMISSIONER—Yes, answer it.

ROBENHAUER—Vell, if he answer me a guestion I'll allow his guestion.

ATTORNEY—Do you refuse to answer the question?

A I don't remember. I vouldn't tell you if I didn't know.

Q Who pays your grocer and butcher bills?

A I tink mein farder in Europe.

Q What do you live on?

A It's a fresh guestion.

Q Answer me, what do you live on?

A You got such a inguisitiveness.

Q What do you live on?

A You got to know? Vell, breakfast, supper, and lunch and tea.

Q Do you still own the house on Monroe street since I asked you before?

A Dot I vouldn't.

Q You don't? Then what did you do with it?

A Give it avay.



"YOU GOT SUCH A INGUISITIVENESS."

A Vot is de guestion?

Q Who are the twelve tenants in your house on Monroe street?

A My vife Rachael, mein leetle Jakie, Sarah, Ikie, Sammie——

Q Your family, then, are your tenants?

A Sure.

Q Any other tenants?

A I'm a private men. Tell me vy shouid I have udders?

Q Have you any money now?

A Sure.

Q How much money have you?

A Mein carfare.

Q Has your wife got money?

A You ask her.

Q Don't you know?

Q To whom did you give it?

A A friend's mine

Q Was he a close friend, an intimate frlend?

A Sure he vas.

Q How often did you see this friend?

A Vonce, tvice, t'ree times—every day.

Q What is the name of this intimate friend to whom you gave the house?

A I vouldn't tell you.

Q You refuse to answer?

A I vouldn't speak more vid you. It's a fresh ting.

ATTORNEY—Mr. Commissioner, will you direct the witness to answer?

COMMISSIONER—I so direct. Answer the question!

ROBENHAUER—Vot is de guestion?

COMMISSIONER—Mr. Stenographer, please read the question.



SHOWROOM AT THE FACTORY OF VILLEROY & BOCH, DRESDEN, GERMANY.



WINTERGARDEN WITH FOUNTAIN BY VILLEROY & BOCH, SHOWN AT THE EXPOSITION OF DECORATIVE ART IN DRESDEN, 1906.

E. A. Thieler, Representative in U. S.,
66 PARK PLACE, NEW YORK.



STENOGRAPHER—What is the name of this intimate friend to whom you gave the house?

ROBENHAUER—I don't remember.

COMMISSIONER—You do remember, and you understand the question. Now answer it!

ROBENHAUER—You'll excuse me, I don't remember. Vat should I say? Ven I don't remember den I couldn't remember. I never bother by names. I couldn't speak easy als you. So as I live should be dead struck I don't remember.

ATTORNEY to the COMMISSIONER—Will the Commissioner certify to the Judge that the witness refuses to answer the question?

COMMISSIONER—The Commissioner rules that the witness refuses to answer the question, and he will so certify to the Judge.

ROBENHAUER—Mr. Commissioner iss a fine gentlemen. I'm a poor men. I vouldn't to the Judge go. Please I vouldn't.

ATTORNEY—Mr. Robenhauer, who kept your books?

A Shall you ask me more guestions? You get me so crazied up I don't know where I sitting.

Q Who kept your books?

A You are insensible to vot I say, no?

Q For the third and last time, who kept your books?

A Vot you call him—de librarian?

Q Your business books?

A I never mixed in de books. Dot is for a bookkeeper.

Q What is the bookkeeper's name?

A Rosie.

Q Rosie what?

A You shall ask her.

Q Don't you know?

A I'm too misfortunate, mister.

Q Have you thought of the name of the friend to whom you gave the house on Monroe street?

A It's too soon.

Q Did you get anything for it?

A Sure. You tink I a fool?

Q What did you get for it?

A A leetle bit money.

Q How much money?

A Dot I don't remember.

Q I thought you told me you gave the house away?

A I sold it a bargain to a friend. It vas so cheap it really vas as I call a present.

Q Who served you with the notice to come here to-day?

A A men give it me in the hend a piece paper. I couldn't read. My vife she say: "Politz, you should go by de Judge. If you vouldn't it cost a whole lot money—a mint money." I say: "Nur, vat should it cost?" She say: "Tausend dollis." I say: "Oy, oy, oy. Might be I go on de court." Dot's all.

Q Does your wife read all notices to you?

A No, sure not. Some, yes, musts.

Q Did she keep your books?

A For selling customers and vid Mr. Cohen.

Q What Mr. Cohen?

A Mr. Cohen, of New York. I sell him vonce, twice, goods.

Q You had more than one bookkeeper, then?

A I am doing fifteen years so business.

Q Will you bring your books at the next examination?

A I'll make a looking. If I see I'll bring. I'm a honest men.

Examination adjourned until Mr. Robenhauer produces his books.—*New York Sun*

HOW TO SELL GOODS IN BRAZIL

THERE is undoubtedly a large market in Brazil for manufactured articles from the United States, writes W. J. Johnston, who last summer visited the principal countries of South America for the purpose of studying commercial conditions and opportunities for the sale of American goods there, and the following practical suggestions as to how their products may be disposed of will prove of value to manufacturers:

Conditions all favor a large trade between the United States and Brazil. This couutry is Brazil's best market, taking more than half of her entire exports. We admit free of duty her coffee (to the extent in 1905 of $64,136,008), her India rubber ($28,476,252), her cacao ($1,238,859), her hides and skins ($2,364,207 free besides $507,936 dutiable), her manganese ore and oxide of manganese ($90,004), making with other articles a total free of duty of $97,966,274 in 1905. It will thus readily be seen how seriously the prosperity of Brazil would be affected were we, for example, to impose even a small tax on her coffee.

The important special concessions recently made by Brazil in favor of certain lines of American goods, and the answer which Brazil has made to other countries which objected to the preferential arrangement with us and which claimed equal privileges (under the favored nations' clause in their treaties), demonstrated that the statesmen of Brazil appreciate the situation. They frankly point out to these other countries that the commercial relations existing between the United States and Brazil are unique, and that this is the reason why the special advantage is given to this country.

It is considered not unlikely that rebates will be made from time to time on other lines of American manufactures; in fact, American exporters may be able to secure additional concessions if they will only present the matter forcefully before the State Department. Secretary Root takes more than the ordinary patriotic interest in the extension of American foreign trade. He is now personally known to and highly esteemed by Brazilian officials. Never before have the Brazilians received a foreigner with such marked

attention. A request from the State Department is likely to receive careful consideration. If American manufacturers do not get further tariff advantages in Brazil the fault will be entirely their own.

The merchants of Brazil complain that while their customers demand and they are anxious to handle American goods, they are handicapped by the fact that the manufacturers of the United States insist on spot cash payments, while they themselves can only sell their goods by giving their customers extended credit. True, they get liberal interest—usually twelve per cent—but as German and British manufacturers make no objection to giving credit, American manufacturers certainly lose many orders by not following the practice of other nations in this respect. Even where a Brazilian is able to pay cash, he resents as a personal slight insistence upon prompt payments. The Brazilian prides himself upon keeping his financial obligations, and comparatively little is lost in bad debts. Manufacturers of the United States who are in a position to grant credits and who wish to do something approaching the maximum business open to them in South America may find on investigation that the risk involved is less than they have imagined. In nine cases out of ten when I ask a merchant what American manufacturers should do to increase their volume of trade in Brazil the matter of credits is what he mentions first.

Dealers complain, too, that while the first letter they receive from an American manufacturer usually gives promise of opening up satisfactory business relations, the second one, in answer to their inquiry for prices and terms, is so full of restrictions and an apparent lack of confidence in their commercial honesty that hope of inaugurating a business connection vanishes.

Germans are doing much of the business in Brazil that was formerly carried on by British manufacturers. This is due, primarily, to the fact that the German salesman is particularly well equipped in business training, languages and adaptability to secure the confidence of the Brazilians; and secondly, to the fact that German houses will modify their goods to meet the special Brazilian requirements. At the same time, German goods are not well thought of in Brazil, and where the proper effort is made American goods will always sell in preference to German goods, even at a considerably higher price.

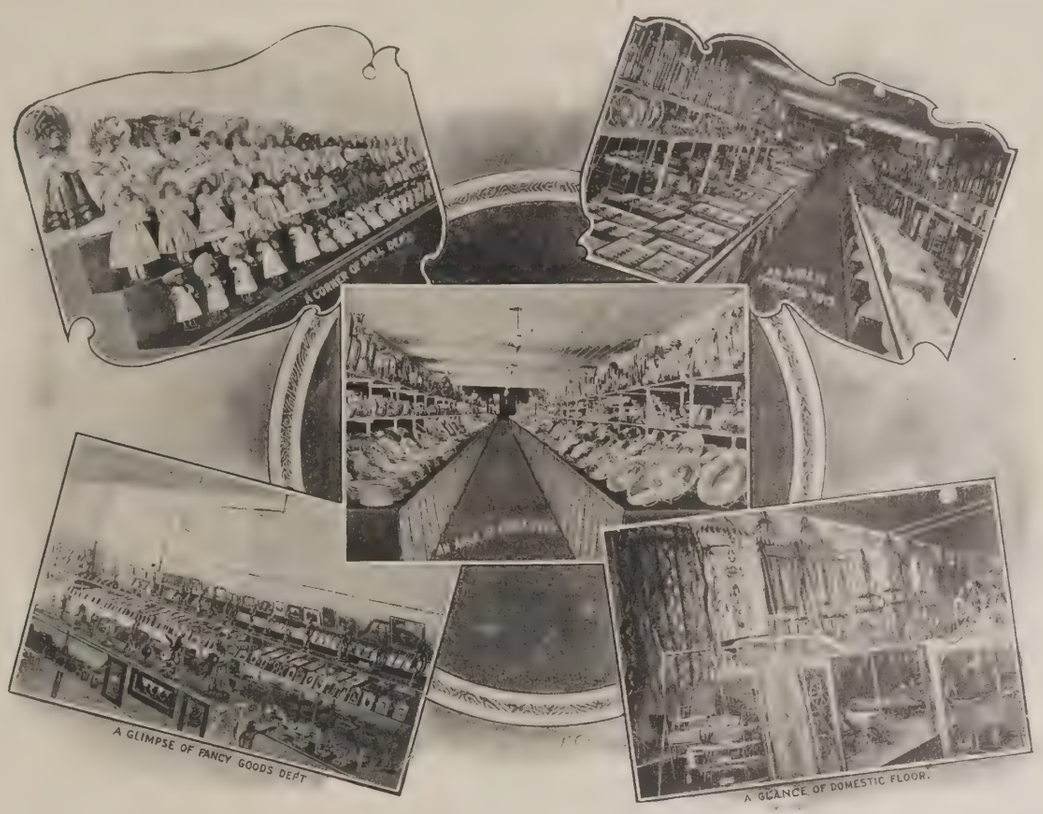
The head of the leading department store in Rio de Janeiro told me that it was only after several years of effort that they succeeded in getting an American shoe manufacturer to make shoes in the way they wanted them. Now they are selling hundreds of thousands of pairs of his shoes. They formerly sold only English shoes They are so well pleased with their success in shoes that they have asked me to put them in touch with American manufacturers in other lines.

A partner of one of the most prominent of the e tail houses on the principal shopping street—the Rua Ouvidor—showed me some food products from the United States, made by one of the best of our manufacturers, which had spoiled on account of the damp climate. He said the goods sold splendidly, but as they are packed in pasteboard boxes instead of in tin, only a part of each shipment is fit to use. The reputation of the food as well as of the merchant suffers in consequence. The merchant wrote to the manufacturer offering to pay the additional expense of having the food put up in tin boxes, but received the reply that the manufacturer did not care to make any change in the packing Possibly this company is wondering why its sales are not increasing in Rio.

The German manufacturer through his salesman studies conditions in each country. For instance, I met here the representative of a German manufacturer of a high grade of patent leather. I learned from him that his concern sends experts not only to Brazil, but to India, Australia, etc., and that it makes a special patent leather for each country, adapted to the particular climatic conditions of that country.

Another German salesman told me that certain of his goods he never attempts to sell in the larger cities, while certain others he disposes of altogether in the cities. The sale of some goods he confines to certain places, and he makes up lines of samples for particnlar houses. While he usually remains out here for more than a year, there are other times when he is away from Brazil for a considerable period. To keep in touch with his customers, however, he prepares lines of samples for each concern with whom he does business. In case he cannot call upon a particular customer when that customer is making his purchases, he sends him the samples and writes him. This salesman pays a small commission to agents in each of the cities in which he does business. This is to secure their co-operation in closing orders—though he himself solicits the business personally—and their assistance afterward in connection with the delivery of goods, making collections, etc. He has made gradual but radical changes in the discounts to commission houses. The present discount is but one-fifth of what was formerly paid He says, however, that the reduction in discounts has had no appreciable effect on the sales made through commisston houses In other words, his own efforts, combined with advertising, create a demand for the goods, part of which is filled through commission houses. He cannot trace any orders due to the initiative of commission houses, and for that reason thinks that a nominal discount will bring him practically as much business from commission houses as would a large discount.

It is found in practice that in South America the best results are obtained from a salesman who is paid a liberal salary with a small commission on sales. The salesman is depended upon to determine the line of credit in each case. In some instances a part of any losses from bad debts is deducted from his commissions. A man who is trusted with an important territory so far from his home office may be relied upon to be exceedingly conservative in granting credits.



To The Trade!

WE extend the compliments of the season and express our appreciation of favors shown us during 1906, hoping for a continuance of same.

Our new **Import Lines for 1907** will be ready quite early in the year and will show many improvements in every department. We have secured exclusive control of new lines of exceptional value which we feel sure will merit your approval.

The Strobel & Wilken Co.

591 Broadway, New York.

DEPARTMENTS:

CHINA AND GLASS,
DOLLS, TOYS,
FANCY GOODS, ETC.,
DOMESTIC TOYS & SPORTING GOODS.

Alfred Meakin, Ltd.

Tunstall, England.

White Granite.

Royal Semi-Porcelain.

Prints and Transfers.

Mazarine Blue Band.

SOLE AGENT FOR AMERICA:

HUGH C. EDMISTON,

43 West Fourth St., New York.

TRADE MARK

T&V

ON WHITE CHINA

TRADE MARK



ON DECORATED CHINA

FOR over twenty-five years our aim has been for a high-grade of FRENCH CHINA, decorated as well as white, and our constantly-increasing business has been the best evidence of the popularity of the T. & V. BRAND OF FRENCH CHINA.

Early in the year we expect to show an exceptionally new line of decorations; also new shapes in white china. Our past success has been upon these lines, in which we have been able to portray an individuality purely our own.

Our recent catalogue of white French china for decorating, illustrating 875 items, will be furnished on application. We also aim to carry a large line of white china in stock for immediate delivery.

VOGT & DOSE,

43 Barclay Street, New York.

Sole Agents in the United States of

TRESSEMANES & VOGT,

LIMOGES, FRANCE.

To All the Trade!

Merry Christmas

and a

Happy New Year!

And many thanks for favors received!

Come Again!

Maddock & Miller,

53 Barclay Street, New York.

C. DORFLINGER & SONS.

ESTABLISHED 1852.

THE MOMENTUM acquired by a successful business is due not so much to its plant and equipment as to certain forces behind such plant and equipment. These forces are generally designated as "resources" —and that word signifies more than capital, though it includes capital It also includes the men—the personnel. The success of this house for the past half century has been attended by the most adequate resources—capital, plant, equipment and men. The momentum thus gained has placed DORFLINGER CUT GLASS at the front and kept it there, where it belongs.

Works: White Mills, Wayne County, Pa.

Salesrooms: 36 Murray Street, New York.

N. A. FREDERICK, Pres. and Treas. T. P. FERGUSON, Secretary.

The

EAST LIVERPOOL POTTERIES CO.,

Potters to the American People,

EAST LIVERPOOL, OHIO.

OPERATING AND OWNING

The Globe Pottery Co.,
East Liverpool, Ohio,

AND

The United States Pottery Co.,
Wellsville, Ohio,

MANUFACTURERS OF

White Granite, Semi-Vitreous Porcelain and Fine Decorated Specialties.

TO THE TRADE:

We desire to thank you for your many favors bestowed on us during the past year, and feel confident that in addition to our staple lines the many new lines for 1907 which are now ready for your inspection will merit a much larger share of your business during the coming year. When you visit East Liverpool, make it your business to call on us at our showrooms, which are at Globe Pottery Co. With our best wishes for a Prosperous and Happy New Year, we remain,

Cordially yours,

THE EAST LIVERPOOL POTTERIES CO.

EASTERN SHOWROOM:
Edward A. Unger,
76 Park Place, New York.

"Rex" Pattern.



Co-Operative Flint Glass Co.,

LIMITED.

Beaver Falls, Pa.

NEW YORK OFFICE:	BOSTON OFFICE:	BALTIMORE OFFICE:	PHILADELPHIA OFFICE:
Demorest & Co.,	J. F. Hinckley,	Green & Thomas,	Geo. R. Reinhart,
46 Murray St.	102 Pearl St.	33 S. Charles St.	619 Arch St.



A Good Line
Is a Good Catch.

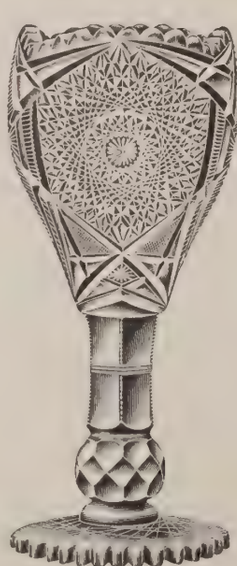
This applies to YOU on my MONEY-MAKERS in Cut Glass. Quick sellers. Inspection invited. Jot down the address. It's up to you to call.



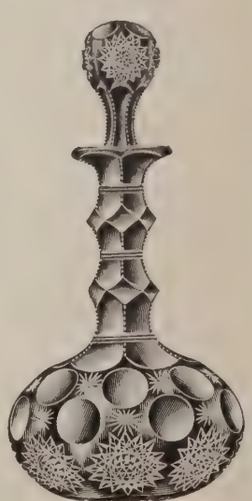


H. B. Hollis,

25 West Broadway, New York.







Counterfeit Sevres.

Immense Quantities Disposed of Annually. Marks of Every Period Unscrupulously Forged. Legal Redress Impossible.

"IF the unsuspecting public knew what it was getting nine times out of ten when it purchases Sevres porcelain there would be an awful howl raised," said a salesman for a well-known china and cut glass house recently. "In London and in most of the important cities on the Continent the same deception is practised; only Americans get a bigger dose of it, for they have to pay more for it here than they do on the other side.

"Most of the so-called Sevres statuettes, plates and cups are coarse, inartistic and barefaced frauds, and manufactured in Leipzig and Berlin, though they all bear the forged trademark of the Sevres State factory," he continued. "The French government has had its attention drawn to the rapid increase in the production of forged Sevres porcelain time and again, but the authorities take no steps to put a stop to the fraud.

"It is estimated that the cost of production of these fake works of art amounts to about $3,500,000, and they retail for more than $10,000,000. For instance, the cost of an imitation Sevres plate, Empire style, is about 62 cents; it is sold to an agent for $1.25, and he in turn sells it to a curio dealer for about $1.87. What the curio dealer gets for the plate depends upon the location of his shop. If in Tours, it might bring as much as $2.50; if in London, $25; and if it was sold in New York it would probably bring $10 more.

"The manufacturers supply this fake ware to curio dealers all over the Continent by sending out commercial travelers with samples. The German imitators leave their goods on sale or return, and their travelers make a call at the end of a year and receive the amount due for articles sold. The trademark of the Sevres State factory is changed under the various governments as they occur in France—imperial, monarchical or republican. All these trademarks, with the exception of the latest, are extensively forged.

'If many of the owners in New York of supposed Sevres collections could be induced to submit them to Sevres experts it would be found that only a very small percentage of them are genuiue works of art."

On the same subject a recent issue of *Harper's Weekly* contained the following: Looking around in the curiosity-stores of Paris we find everywhere conspicuously exhibited Sevres cups, Sevres statuettes, Sevres plates, all of them bearing genuine manufacure marks. Unfortunately, these Sevres are brutal, horrible, distasteful counterfeits, made in Berlin or even in Paris. For the manufacture of false Sevres has gained a nearly incredible expansion.

Year by year sixteen million francs' worth of spurious Sevres are made, which are sold in Europe and in America, and give a return of forty-eight millions. A false Sevres plate, epoch of the Empire, has a manufacturing value of three francs, and sells at six francs to the commission-merchant, who, in turn, conveys it to the curiosity-dealer for nine francs. From this stage on any statement of prices becomes impossible: two plates of false Sevres, similar to each other in every particular, and made of the same material, sell, just according to the place they happen to be in, at the second-hand store in New Orleans for twelve francs, at a profit of three francs; at the antiquities store in London for 175 francs, at 170 francs profit.

Who wants to buy counterfeit Sevres needs not to look for secret factories; the counterfeits come to your house, if you have an open store, as they are traded in by drummers. Nor is it to be presumed that one is confronted with cunning imitations. The forgers do not employ experts on ceramics, nor even especially skilled workingmen. The manufacture marks of Sevres are placed on china wares such as the manufacturers of Limoges would be ashamed of. It must be remembered that the State factory under the various governments France has had since the beginning of the enterprise has continuously varied the signature of its products. There is the double capital L used during the times of the kings; there is the N of the Emperor; there is the full inscription, "Manufacture Imperiale de Sevres;" the lettsr L of the powerless King Louis XVIII., the X of Charles X.; there are to be found the initials L. P. of the Citizen King, the S. of the white Sevres, or the words "dore a Sevres" on the large decorative



pieces; there is, finally, the cipher of the French Republic as it is still used by the factory. Visiting a hundred art stores, according to the species of articles carried by the firm, you will find Sevres ware with the royal, the imperial, or the present ciphers. Still, the Directorate of the Fine Arts the Ministry of Commerce, the record office for trade-marks, and even the factory itself are compelled to submit to this traffic in counterfeits, which, by the ugliness of the imitation, tends to discredit the genuine product. For the administrations lack any weapon for protecting their rights.

Under the present legal situation it is impossible to do anything against people who sell false "old Sevres"—that is, the majority of the sellers. The Sevres are imitated and signed with false marks mostly in Germany, and sold to South America. There is no international treaty which warrants legal proceedings. The old manufacture marks of the monarchical and the imperial times are not now employed in Sevres, and cannot be claimed as proprietary marks by the factory. In order to begin legal prosecutions the factory would have to register the marks again and to make some articles such as were made in former times, but by so doing would become a forger itself.

The often-attacked factory of Sevres is intimately connected with the history of France. Lord Lytton had placed on one shelf five genuine Sevres cups, with the factory marks of five different epochs. The shapes, the decorations, the colors of each cup expressed a whole governmental period, and the minister, pointing to the cups, used to say: "This is the history of France in porcelain poetry."

Sometimes the factories of spurious Sevres cause their customers great embarrassment. At a banquet given last spring a dinner-service with the marks of Sevres appeared on the table. One of the guests praised it.

"It is a family treasure," the host said; "Napoleon gave it to my grandfather."

All expressed their admiration. Only the Secretary of Fine Arts smiled discreetly. He had recognized the Sevres of Leipsic, pattern of 1906.

A writer in the Minneapolis *Tribune* supplements all this with the statement that there are innumerable dinner sets and single pieces of ware in this country monogramed with the N of Napoleon and marked with the Royal Sevres trade mark. This ware was sold to the credulous purchasers as bona-fide belongings of the "Little Corporal." Besides there are loads of beautiful ware which is said to have been owned by Marie Antoinette ornamenting drawing rooms in this country.

Some months ago, says this writer, while in the home of an Eastern man who is a power in the world of finance we were shown a beautiful vase.

"It is a rare piece of Royal Sevres I was fortunate in picking up in Paris. Isn't that robin's-egg blue exquisite? They have never been able to get that clear coloring since 1800."

The man's voice betrayed the pride he felt in his possession. The vase was truly a work of art. We took it in hand to examine it more closely. The name "Watteau" was signed on the right-hand side below the figures of accepted Watteau design. There was no mistaking the Royal Sevres mark on the bottom. Watteau died 1721, and the mark was used for the first time during the year of 1753.

Not long ago an American queen with an international reputation as a hostess and woman of great wealth, while having her treasures catalogued by one of the most competent connoisseurs in the country was informed that not one article in her large collection of Royal Sevres was genuine. Her home is a storehouse of treasures and well known for the taste used in its furnishings. Her Sevres was all purchased in Paris and was the most highly treasured of all her possessions; consequently the connoisseur's verdict caused some unpleasant moments.

WANTED MUD WASPS' NESTS.

JUST at dark one night recently a man stopped in a drug store at Liberty and Washington streets. He looked like a suburbanite homeward bound to Jersey. Lots of them drop in there on the way to the ferry. He had evidently caught cold, and what he did want he wanted in a hurry.

"Got any mud wasps' nests?" he asked.

"Yes! Got any vhat?" answered the clerk. He was made in Germany.

"Mud wasp nests," the man said. "I want to know whether you keep mud wasp nets."

"I don't yust entire unterstand," said the clerk. "Mudvasnep, iss it a drugs?"

"That's funny; there must be such things," reflected the man.

"Please spell it oud. I tink ve got him."

"M u d, mud! You know mud. W-a-s-p, wasp. Wasp's a kind of bee. Now nest, bird's nest; nest, sticks in trees. Mud wasp nests! Go and ask the boss, why don't you?"

The clerk climbed out of the cashier's desk and went.

"I don't get him vat he means. He says he vants mud vasp nesps."

The boss came out to see the customer.

"Is it a drug you wish, sir," he began, with a deprecatory glance at the clerk.

"No, sir! I want mud-wap nets, sir; mud waps nets! You boil 'em up and put 'em on your throat. It's for quinsy sore throat. Mud waps nets—you know. Muds wap nests!"

"I don't think we keep them, unless it's a Latin name, sir," conceded the proprietor.

"It's funny nobody seems to have them. I've asked half a dozen places. I'm quite sure there are such things."

As he hurried out into the drizzle he continued to mumble: "Mud waps nests; muds wats nets."—*Sun.*



Sevres Vase.





Superintending a Department Store.

Qualities Required in the Make-up of a Successful Superintendent. An Interesting Talk With One of the Fraternity.

WHAT are the qualities that go to make a successful superintendent? This is no easy question to answer, seeing that one who has charge of the clerks and oversees the innumerable details involved in the conduct of a store must of necessity be a complex and many-sided individual. It has been said that the ideal superintendent, like the poet, is born, not made, and in this there is unquestionably a grain of truth. But, no matter what his natural abilities or qualifications, the fact remains that experience, hard work and continuous thought are the forge, hammer and anvil that produce the finished product of the right character and temper.

No functionary in the store requires a more intimate knowledge of the workings of every branch of the business that does the superintendent, and this knowledge is acquired only by serving an apprenticeship in all the various branches.

One of the best examples in New York of this cumulative training is Paul C. Smith, superintendent of the Simpson-Crawford Company. Mr. Smith has seen the dry goods business from every side, and has raised himself step by step from the position of cash boy—which he held in the old house of A. T. Stewart—to his present high and responsible station. When asked by a representative of the *Dry Goods Economist* for his views as to the necessary qualifications of a superintendent, his reasons why one man is a success and another who in other positions proves a most valuable functionary is a failure as a superintendent, and his ideas as to how a superintendent can so develop his position as to get the most out of it for the store, the clerks and himself, Mr. Smith smiled.

"That's rather a big proposition, isn't it?" said he, "and one that cannot be quickly disposed of. There is a great deal of talk about a superintendent being born—in other words, that a man must possess, to start with all the qualifications necessary to make a success in this work. But that is the case only in part. It's true that a man with a violent temper, or who is extremely nervous, would have a mighty hard row to hoe—might, indeed, do inestimable damage to the store and put himself on the verge of lunacy—but tact, diplomacy and the ability to handle people of all sorts and conditions can usually be acquired by close and assiduous watchfulness of oneself.

"That he is a diplomat is, more than all else, essential for the superintendent. He has to satisfy so many different people, possessed of so many different temperaments. Say a dispute arises that the adjuster cannot settle. It is up to the superintendent to so fix matters as to send the customer away smiling and happy and at the same time satisfy the clerk.

"The plan of 'going for' the clerk, with the idea that it will please the customer, is, to my mind, a very poor one. The cutsomer can be propitiated without any such vulgar exhibition and, what is more important, the dignity and self-respect of the clerk can at the same time be preserved. A good superintendent is one who makes the clerks feel that they are just as essential to the store as the store is to them. Respect your clerks, for otherwise you cannot expect them to respect themselves, and if they do not respect themselves they are likely to be slovenly, lazy and even dishonest.

"There is a difference between firmness and harshness or brutality. The former is essential to discipline; the latter kills any ambition or natural originality which the clerk may have and reduces him or her to the plane of a mere machine.

"Another very important factor in a superintendent," continued Mr. Smith, "is the ability to think quickly. Great numbers of things come up for his attention and settlement during the course of the day, and if he is not able to grasp the facts immediately they are presented to him and make a decision on the spur of the moment he will find his work greater than he can handle.

"Moreover, a decision quickly made and given in a resolute tone carries weight and is likely to be much

more satisfactory to all concerned than one delivered only after a lot of hemming and hawing.

"It seems almost unnecessary to say that the superintendent should be possessed of a judicial mind. To play favorites is death to good discipline. The clerks will feel they are not getting a square deal and will attempt to get ahead by currying favor with the powers that be, instead of by attending to their work and striving to advance themselves by honesty and faithful service.

"Again, the superintendent must be a good judge of human nature. This only comes after long experience, but it is very essential to his success. Not only must he be able to size up applicants and sift out the chaff from the wheat, but he must also be able to tell whether a customer is honest or whether she is faking, whether the suspected shoplifter is guilty or not, which of two clerks is right in some department squabble that has occurred—in a word, he must be able to see through the chicanery of all the incipient crooks and other more or less nefarious characters with whom he has to deal.

"Speaking of the employment of clerks, we have lately tried an experiment here which has proved most successful. As you know, it is a difficult matter to secure the right kind of clerks. We are willing to pay good money to the proper sort; in fact, would much prefer to have a high payroll than a low one. We would rather pay a girl $10 a week than $5, meaning, of course, that we would rather have the girl who is worth $10 and will command her price.

"But to come back to the new scheme. Broadly speaking, the salesforce may be divided into three classes; the expert (or senior) help, the intermediary, and the junior clerks. The first class, or experts, are employed in such departments as garments, millinery, carpets, silks, dress goods, etc. These are people of long experience and are difficult to secure. Some of these are products of our own training school, while others we are able to snap up from time to time. Experts of this nature are comparatively rare and can always secure good positions.

"In the intermediary class are the workers in departments in which salesmanship of so high an order is not so essential, nor intimate knowledge of the goods so indispensable a qualification. In this class are found people of limited experience, or others who, though of fair intelligence, are still not expert enough to be put in the first class. Workers of this type are given positions in the notions, housekeepings, and other departments where quick sales at small prices are the rule.

"The third class consists of the junior help—bright young men and women who may in time raise themselves to the first class.

"It is this class that I now have in mind. As I intimated before, we have more or less difficulty in securing workers of this nature, and some little time ago we decided to make an appeal to the school graduates to see if we could not draw to our ranks a goodly number of bright young men and women fresh from the influence of the pedagog. With this idea in mind we advertised, stating that school graduates who desired to connect themselves with a high-grade mercantile house would be given the opportunity with us, and we invited all who cared to take advantage of the offer to call. Numerous responses were the result, and we were able to add to our staff a considerable number, of whom no small proportion give promise of developing into stars of the first magnitude.

"These new clerks we distribute among several of the important departments, putting them in charge of some older and experienced person whom we can rely on to give them a good training and advice. The older clerk feels flattered at the confidence placed in him or her, and, as a result, all who are so honored do their best to merit the trust reposed in them, and give to their pupils valuable hints and suggestions which develop them in a very much shorter space of time into first-rate salespeople than would be the case were they left to their own resources and permitted merely to pick up bits of advice here and there from the head of the department or the management.

"But I am forgetting the superintendent and his duties," continued Mr. Smith. "I claim that it is very important for a superintendent to be something of a merchandise man. He must have a certain amount of knowledge of every kind of goods. A dispute comes up for him to settle. The customer claims that a certain fabric has not worn well. The superintendent who poses as the grand arbiter and the fountain of all knowledge, but cannot tell whether the fabric is pure silk or cotton, all-wool or shoddy, will find his position a very unsavory one. The customer will realize that she is talking to one who is not competent to decide the question and is likely to be dissatisfied with any decision he may make against her.

"Being in this position, he will be forced to give in more than he would if he thoroughly understood the elements in the case; and not only will the customer be able to see that he is merely posing for what he is not, but the clerk also will realize his inferiority and in future will fail to accord him the respect which his position should command.

"With its manifold duties and annoyances, the lot of the superintendent, like that of Mr. Gilbert's famous policeman, is not a happy one. As I said before, it is necessary for him at all times to keep his temper. If he allows himself to become riled or excited he is doing hurt not only to his employers, but to himself as well. To take things easily and while putting forth his best efforts to regard nothing too seriously is the only way in which he can hope to keep his health and strength.

"Like most large stores, we have an employees' mutual benefit association, which looks after the welfare of its members—who include all the employees of the store—in sickness and in health, but particularly in sickness. From time to time we send to the country some girl who has been a faithful worker, but who has become run down, and who, the doctor tells us, would be greatly benefited by a week or so in the country.

"The administering of this fund and the receiving of the grateful letters which come to my desk are among my chief joys, and on reading some of these epistles I feel that, hard as the work of a superintendent may be, it is by no means without its compensations."

1906 - 1907.

I Desire to extend to my friends in the trade the best compliments of the season, with many thanks for the favors they have shown me.

J. H. Venon,

43 to 51 West Fourth St., New York.

Corner Washington Square.

Ready Early in January.

IMPORT SAMPLE LINES.

Martin China,
Limoges, France.

Kornilow China,
St. Petersburg, Russia.

Royal Gustafsberg China,
Stockholm, Sweden.

THESE lines will be full of surprises, and the trade is kindly invited to be sure and inspect them BEFORE PLACING IMPORT ORDERS. What has been done in the past will give an idea of what can be expected for the season of 1907. No more need be said.

J. H. VENON,

SOLE AGENT FOR NORTH AMERICA,

43 to 51 West Fourth Street, Cor. Washington Square, New York.

DISCRIMINATION.

IT is a sense of values—the instinct to weigh intuitively and select unerringly the good from the less good, the better from the good, the best from all—and to prefer the latter for itself.

It is not deceived by appearances. It deals only in realities. It is an attribute only of those who would rather be than seem.

Its possessors are among those who handle

MARTIN CHINA, Limoges, France.
KORNILOW CHINA, St. Petersburg, Russia.
ROYAL GUSTAFSBERG CHINA, Stockholm, Sweden.

J. H. VENON,

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43 to 51 West Fourth Street, Cor. Washington Square, New York.

J. D. Dithridge,

25 West Broadway, New York.

Representing

Bryce Brothers Company,

Manufacturers of

Blown Lead Glassware.

J. D. Dithridge,

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T. B. Clark & Co., Inc.,

Manufacturers of

Rich Cut Glassware.

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MANUFACTURERS OF

Blown Lead Glassware.

Stemware, Tumblers,
Sherbets, Finger Bowls,
Carafes, Jugs,
Decanters, Oils.

Needle Etched, Cut, Engraved, Gold Band, Floral Etched,
Sand Blast, Enameled.

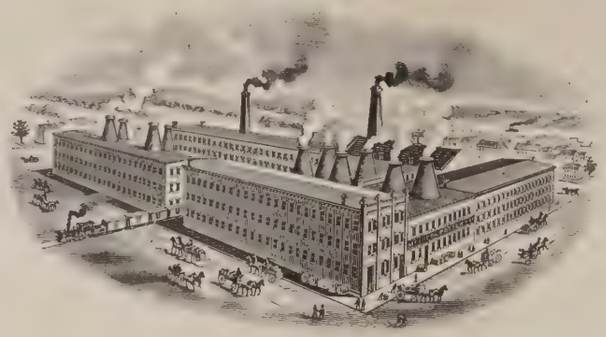
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Deep acid etched and enameled Crests and Coats of Arms for Hotels, Clubs, Steamships and Railroads.

OFFICE AND FACTORY:

Mount Pleasant, Penn.

The D. E. McNICOL POTTERY CO., East Liverpool, O.,



—— MANUFACTURERS OF ——

High-Grade Semi-Granite,
Pearl White, C. C. Ware,

—— ALSO ——

Rockingham and Yellow Ware.

We invite all buyers to call at our sample rooms when in this city and see

The Best Jobbing Line in America,

The Most Complete and Varied Line for the Large Department Stores,

—— AND ——

A Line of 10-cent and 25-cent Decorated Assortments that cannot be beat.

There are none better than our "Harvard" and "Yale" Toilet Sets, and our "Naomi" and "Regina" Dinner Sets. All decorated in the latest and richest fashion. We also have several new Fancy Specialties in high-class decorations.

Orders for car loads will receive prompt and careful attention, and our facilities and location are such that we can load in car with any other pottery in this district.





The

Steubenville Pottery Co.,

STEUBENVILLE, OHIO,

Begs to announce the display of its 1907 line of High Grade Specialties, Dinner and Toilet Ware at

Monongahela House,

PITTSBURG,

Entire month of January.

THE NEW HOME OF

The HOMER LAUGHLIN CHINA CO.

Newell, West Virginia.

(ACROSS THE OHIO RIVER FROM EAST LIVERPOOL, OHIO.)



ABOVE cut is from a photograph of the south front of the new plant of The Homer Laughlin China Co. as it appeared October 1st, 1906, incomplete. The plant is now in partial operation, and will be producing goods by January 1st, 1907. The old plants of this company, while producing the largest output of any pottery firm in America or England, have been totally inadequate for two years past to meet the demand for Laughlin pottery.

The new plant is the largest in the world, the most perfectly built and equipped, and the most admirably located. Its immense capacity will provide for prompt handling of the present demand and any reasonable future increase in the great business of

The HOMER LAUGHLIN CHINA CO.,

NEWELL, W. VA.

Schemes Employed to Beat the Department Stores.



"WHY is it," I asked the manager of a Sixth avenue china department, "that so many buyers of crockery and glass are nowadays resigning their positions to become salesmen?"

"Foolish question!" was his prompt and unexpected reply. "You should have asked why a greater number of buyers do not take the step. Selling goods is no cinch, I'm free to confess; but it's a commercial paradise as compared with the management of the average department. The ordinary person has no idea what difficulties are ——," but he never finished the sentence.

A lady of apparent refinement, whose determined expression denoted the approach of a verbal storm, had just reached his desk. Wasting no time in preliminary explanations, she began:

"I insist upon having my money refunded for the punch bowl and glasses that I purchased here three days ago The price was exorbitant. Yesterday I visited four different stores and saw identically the same thing offered for forty-five cents less than I was forced to pay you."

"Madam, there must be some mistake," the buyer interposed as mildly as the circumstances would permit

"Mistake, eh?" scornfully responded the woman; "why, you might as well call me a liar. Now, I want you to understand that I must be treated courteously, and, furthermore, I demand the return of the money that I paid for the punch set. I simply won't stand for such extortion. Do you understand?"

"It isn't necessary for you to become so excited," the buyer suggested "Our firm doesn't wish to deceive anyone. I do not regulate the prices according to those prevailing in other china departments. No misrepresentation was made to you, but if you are dissatisfied with the purchase I will take back the set and allow you to buy something else of equal value."

"But I don't care to buy anything else here," the woman snapped. "It's the money I want."

Her insistence, and the disinclination of the buyer to prolong a scene that was beginning to attract the curiosity of other visitors to the department, resulted in his capitulation The set was accepted and the money refunded, after which the woman swept haughtily out of the department. Then the manager, suppressing a pronounced tendency to "cuss," returned to his chair.

"Now," he demanded, peevishly, "have you any desire to know why so many buyers are becoming salesmen? I suppose you think that woman was honest in her complaint?"

"And wasn't she?" I exclaimed.

"Not if I'm able to study human nature very accurately. I'm dead certain that she is one of the type of women that gives us more annoyance these days than any other class of crooks. Of course, it would never do to characterize her or any of her kind as a thief. In that regard they are much like the wealthy women who when caught in the act of stealing are found to be sufferers from kleptomania Funny, that the poorer classes are invariably described as common thieves for exactly the same offense."

"But I can't understand why you should consider that woman a thief," I argued, "in view of the fact that she returned the goods that she had honestly purchased."

"Oh, it may not be exactly a theft in her particular case," the buyer answered; "but her act was probably dishonest, for all that. It is exceedingly likely that she bought that set for the sole purpose of using it in connection with an evening gathering at home. She probably desired to throw a good, strong bluff for the benefit of her guests and needed a punch set along with other things to help her carry out the deception. She may also have put in her home for that occasion an entirely new stock of other articles for use and ornamentation, and she did it perhaps in the same manner as she landed that punch set By getting her money back, as she did from me, she was enabled to throw a strong front at the party without costing her a cent.

"Is that a very common practice?" I inquired, wonderingly.

"Common? Why, my dear friend, it's worked to death. And yet if those same women were to be called thieves their sensibilities would be terribly shocked. Personally, I think it's meaner and more petty than shoplifting, for they buy with the determination to deceive."

The incident prompted questions by the writer that brought out some interesting facts in connection with the growth of this practice of returning goods. It has, according to my buyer friend, created almost limitless possibilities for the unscrupulous shoppers of to-day to make "pocket-money" at the expense of the retail houses. The schemes resorted to are varied and quite as effective as that involving the woman with the punch set. The heads of the retail stores are thoroughly conversant with the prevalence of this type of dishonesty, but they have been unable to devise a plan capable of counteracting it. Should they refuse absolutely to accept any goods in return they might offend desirable patrons of thoroughly honest impulses. Rather than do this they prefer to endure heavy losses annually. In other woads, they are content to be buncoed by a score of the dishonest kind than to displease and disappoint one good customer by refusing to extend to her the courtesy of redeeming goods that may not have satisfied her.

Some stores are unusually liberal in the matter of accepting the return of goods and the refunding of the money represented in the purchase They do it, in fact, without asking any questions. But others are much more cautious

One house in Brooklyn protects itself to an extent, and yet leaves itself open for heavy losses, too, by making a unique proposal in its advertisements. Any customer who, within a month after making a purchase at the store finds the same article offered for sale elsewhere at a lower figure is guaranteed the return of the difference in cash by applying at the store.

One establishment in Greater New York lost a suit for damages a couple of years ago because a woman, suspected of being a shoplifter, was not allowed anything for an article that she returned. It was presumed by the attaches of the department that she had stolen the piece of merchandise, and when she presented it at the office and demanded its equivalent in cash the manager took the article, refused to pay her anything for it, and ordered her from the department She brought suit, and as no direct evidence was produced to show that she had stolen the article the decision was given in her favor and the defendant firm was compelled to pay pretty heavy damages. That experience has since influenced other firms to accept returned goods more readily even than before.



"Is it possible," I asked the buyer, after he had related the case of the shoplifter, "that women will steal goods from your counters and then have the brazenness to present them at your office?"

"Certainly," he added. "There's simply no limit to their nerve. I have had many experiences of that kind myself; but the lack of evidence has prevented me from taking action against them. Sometimes a bluff works all right with the shoplifters, and they hurry out of the store without waiting to argue the question. But some of them have apparently no fear, and put up such a strong front when we hint at shoplifting that we are often glad to hand over the money and get rid of them. But it's pretty tough to fork out cash for goods that you feel sure have been stolen from your own department."

Curious as to whether these conscienceless shoppers took advantage of the variation in prices in the different china and housefurnishing departments to buy in one store and redeem the goods for more money in another, I plied him with the question.

"Oh," he, said laughingly, "that's the most common trick that they work Many departments handle the same items in crockery, glass and housefurnishings, you know, and of course our prices do not always agree No one is better posted on that fact than the professional shopper. She follows the newspaper advertisements religiously, and even keeps closer tabs by frequent visits to the various departments. If she finds an article for sale in one department at a lower figure than is asked in another, she doesn't hesitate to buy it, carry it over to the other store, and have it redeemed at the increased selling price. She pockets the change without any compunction of conscience, and would probably resent the insinuation that she was not the very soul of honor.

"That reminds me, by the way, of a rather humorous incident in connection with a certain store on this same avenue. The buyer had installed one hundred eight-inch cut glass bowls, and noticed during the first couple of days that they were selling fairly well Yet, a week later, when he had occasion to look over the stock, he found 105 bowls, or five more than he had originally purchased. He discovered upon investigation that a rival store had been using the same bowl as a 'leader' at a much reduced price, and the crafty shoppers had taken advantage of the fact to reap a small harvest.

"It isn't always the casual visitor to our department, either, who resorts to this form of dishonesty. Some of our regular patrons are also likely to indulge in it at times. Why, it was less than a year ago that we were obliged to prod our very best customers for that sort of thing. We had been accepting an unusually large amount of returned merchandise from them for several months, and finally became suspicious that there was something crooked. So the firm circulated letters among several hudred of the most loyal patrons of the house that read something like this:

"So much trouble and loss has been occasioned of late by the excessive return of merchandise to our store that we have concluded to prosecute any person or persons who may hereafter be found returning articles not purchased from us. In order that you may not suffer any embarrassment of this kind,

Trade Terms Illustrated.

Each of the pictures below illustrates a familiar term used in the making and merchandising of pottery and glassware. For instance, No. 4 is "Decorated." Our readers are invited to guess the rest. The names of those furnishing a correct solution of the entire list will be published in our issue of January 10. Answers must reach us not later than January 3. Address Box 500, CROCKERY AND GLASS JOURNAL, 92 West Broadway.



through the failure of our employees to identify you, we would request that you answer all questions that may be asked of you when returning goods."

"The hint contained in that letter accomplished its purpose. Immediately there was a large falling-off in the volume of returned goods. So you can readily see that firms are obliged to combat not only strangers, but friends, in an effort to eliminate this source of loss."

"There ought to be some means of remedying this evil, but it will take a wiser man than I to discover it."

A Pottery That Depends On the Apple Crop.

THERE'S an old pottery at Passmore, in Washington township, Pa , that has only two operatives on its pay-roll. And one of them is the proprietor. Quite as unique, too, is the fact that the prosperity of this plant depends in a great measure upon the size of the apple crop in the Pennsylvania farming districts. The German housewives up there buy apple butter pots in large quantities from this pottery whenever the crop yield is heavy. They possess the idea that they cannot cook the butter properly without the earthen pots made of the common soil found in their own neighborhood The plant in question, operated by S. Glase and one assistant, is the only one left wherein the old-fashioned ware is molded out of the native clay.

The Glase pottery was established 125 years ago by a family of industrious potters. Here pots of all sizes, and pie plates as well, are made from red clay taken from the fields near by. The first such clay was discovered and put to use in the township as early as 1770 by Henry Fry, and he and his son John made pots until 1828. Fry then sold the property to Sebastian Glase, the father of the present venerable potter.

The clay is dug close to the pottery and carted in wheelbarrows to the shop. It is then well soaked in water, and in due time is taken to the mill hollowed in the ground close to the pottery. This pit is sunk about three feet in the ground. In it is a revolving mechanism which stirs and breaks the clay, finally grinding it fine, so that it can be removed to the crusher, where it is reduced to a still finer substance. Both the mill and the crusher are operated by horse power.

When the clay has reached the proper consistency the potter begins the real work by taking the clay in his hands, kneading the earthen dough a long while. He finally rolls it into large balls, which are stored in a room underneath the pottery building untill he is ready to make the pots. Then he lays the clay upon a smooth board and works it as a baker works his dough. When he obtains the desired results he breaks the clay in pieces, each just enough for a pot, pie plate or flower-pot, and practice for fifty years has taught him how. He next puts the clay on the throwing wheel, which resembles a grindstone, but is adjusted horizontally. While the wheel revolves rapidly the clay is manipulated in his hands, and in a few moments he gets the required shape, and the form of the pot is about completed.

An assistant, always ready at the side of the old potter, then takes the smooth, wet pot and carefully carries it to the other end of the room, where it is placed on the drying rack, there to remain until it is perfectly dry. Then, after standing about a week, it is glazed. In this process the potter places a quantity of red lead into a receptacle and dilutes it with water until he obtains a thin paste. A small quantity of the mixture is poured into the pot and whirled around until every portion of the pot on the inside has been covered The mixture is then poured into another pot and the same process is repeated. The pots are then placed again on the drying racks, and after becoming thoroughly dry the sesond time are ready for the kiln.

In many of the former potteries of Berks, Montgomery and Lehigh counties the low, dome-shaped kilns were built under the roof that sheltered the potter and his family in order to maintain a constant watch during the thirty six hours required for firing a kiln. Mr. Glase's kiln, however, is built outside of the pottery proper and is patterned after those used during the latter part of the eighteenth century, being circular and holding 2000 pots and 4000 pie dishes. When all the ware has been put in the entrance is closed with clay in such a manner that it is perfectly airtight, and the baking finishes the job.

The veteran potter and his old assistant are able to make from 150 to 250 pots daily, and twice this number of pie dishes.

Fifty years ago the Pennsylvania German potters used to make a good deal of tulip ware, which is now becoming extinct and precious. This ware was also made in the Glase pottery They also made pots by the Sgraffito method, and queer Pennsylvania German verses and phrases were inscribed on this early ware. Here are some of their sentiments translated:

"When the dish breaks thou should'st not scold."

"All the young women on the earth would willingly become wives."

Private collectors hold a good many of the most valuable specimens of this old tulip ware, and among these are Governor Pennypacker, Edwin Atlee Barber and the Pennsylvania Museum. The rarest specimen, which has brought forth smiles many a time when the verse was translated by Governor Pennypacker to visitors in his den at Pennypacker's Mills, was inscribed by one of those early potters on a tulip plate thus:

"Rather will I stay single than surrender the breeches to a wife, for this will cause trouble."

These inscriptions were put on in the Glase pottery by the use of the "slip cup." This was prepared by mixing white clay with water until it was of the consistency of thick cream It was then applied with quills, and after being dried sufficiently so that it would not smear the potter used the "batter" process. He took the vessel or plate, and with the decorated side on top the design was beaten on with the batter, so that the slip decoration was forced into the clay until the surface was then entirely smooth, preventing the signs and inscriptions from wearing off. The tulip ware was so called because the tulip was the principal decoration; but the fuchsia also appeared very often.

WHEN A BROKER'S COMMISSIONS ARE EARNED.

EVERYONE in the trade, probably, is not conversant with the law's application to the rights of a commission agent in the case of merchandise that he sells, but which is not delivered. The *Journal of Commerce*, an authority in such matters, answers a correspondent's inquiry in this manner:

"The contract may, of course, provide that he is to have a commission only on goods delivered and accepted; if so, he will be compelled to abide by that contract. But in the absence of any such special agreement commissions are earned on all the goods which his principal agrees to sell and a customer found by the broker agrees to buy. If the goods are not delivered, that is the seller's own fault and he cannot punish the broker for that. If they are tendered and the buyer refuses to accept them, or any part of them, the seller has an adequate remedy against the buyer, and he is not allowed, in that case either, to mulct the broker, who has done his full duty. The courts of this State have so decided in a great many cases—in every case, in fact, that has come before them to be decided. Following is the gist of some of these decisions: 'The commissions of a broker are earned when he produces a party ready to make the purchase.'—29 Super. Ct., 312 'A broker to sell property is entitled to his commissions as soon as he produces a satisfactory customer who is willing to pay the price asked for the property.'—10 Weekly Dig., 444 'The consummation of the bargain is not essential unless necessarily made a condition of the broker's employment.'—3 E. D. Smith, 121."

CORUNDUM IN CERAMIC BODIES.

ACCORDING to a paper presented to a recent meeting of the German Chemists' Association by Dr. Max Buchner, considerable difficulties have been experienced in the larger chemical industries in getting crucibles and other vessels capable of withstanding high and varying temperatures without transmitting substances from their own bodies into whatever composition that may be melted in such vessels. In most instances glass and porcelain vessels are out of the question. Metallic vessels are likewise useless, except those of platinum, which is too expensive for use on a large scale. Various clay compositions have been used for this purpose; but while satisfactory in many cases, such vessels cannot be used in a great number of instances. In order to answer the purpose a ceramic body had to be found which would endure extreme changes of high and low temperatures and without much expansion and contraction, or, if it did expand any, it would do so very evenly, so as not to shatter the vessel or injure the contents therein. A material answering these requirements is provided by nature in corundum. Dr. Goldschmidt has discovered a process by which artificial corundum can be manufactured for chemical apparatus. If corundum is mixed with good clay or pure kaolin in greater or less quantity the characteristics of the latter are changed to such an extent that the resultiug body will successfully stand acid as well as sudden changes of temperatures A piece of shard from this body was subjected to a three months' test in concentrated sulphuric acid heated to 260 deg. C. A loss of only 0 1 was noted. Like tests with other acids (hydrochloric and nitric) has given similar results. Another test was made by heating a casserole made of the above artificial body in the oxyhydrogen flame. When white heat was reached the vessel was plunged into cold water without in the least injuring the shard. Molten lead was poured over a thin plate made out of the artificial corundum body without any ill effects whatever. These tests are severe enough to convince us that a valuable acquisition has been made to chemical technology which can hardly be overestimated. The great fireproof quality of this body is perhaps due largely to its non-shrinking nature. Even good fire clay will shrink in the kiln as much as ten to twelve per cent, while this new body exhibits absolutely none.



UR Ioga Brown has been a winner, and Ioga Grey and Green ran second best, while all others have been distanced. That is well enough for 1906, but wait and see our tints and blends for 1907. Then you can see the race won before our starters—"Messrs. Woodward and Jonas"—have made the first lap.

We have also for 1907 a new and complete dinner set, graceful, beautiful and serviceable, and can supply all wants for high-grade novelties and dinner ware in 1907. Will be pleased to show you our line January first.

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We also show on this shape the "Ellesmere," "Lichfield," "Savoy" and "Verona."



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HENRY W. COMFORT,
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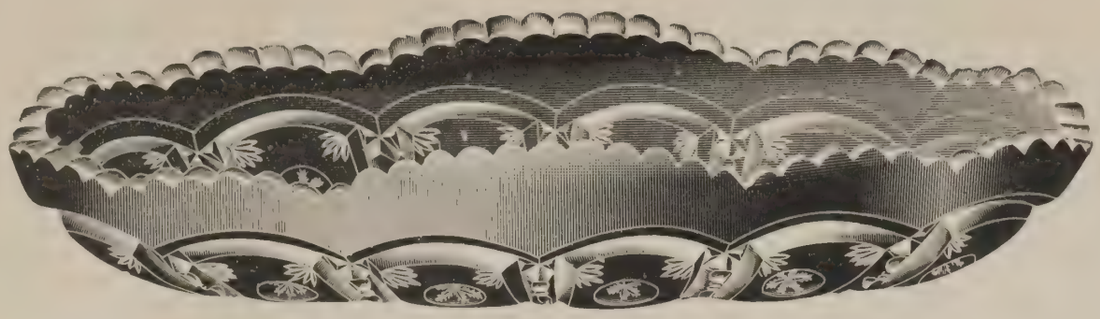
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S stands for Service—so important, you know.
E stands for Energy, which makes EVERYTHING go.
V stands for Value, which you surely will get.
R stands for Right kind "The Sevres" delivers, you bet.
E stands for Each one whom we are trying to please.
S stands for System, to handle our customers with ease.

C stands for Complaints, of which we have few.
H stands for Honesty and Happiness too.
I stands for Invitation, which we extend you.
N stands for New faces we are anxious to greet.
A stands for A chance at an order to fill a big sheet.

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INCREASE your business and profit in 1907 by handling our goods. Goods of quality sold on merit. PRICES ALWAYS RIGHT. Give us a call when at market. Send us your inquiries and appointments and we will do the rest.

DO IT NOW.

The SEVRES CHINA CO.,

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Prehistoric Indian Pottery.

Finest Specimens Produced by the Pueblo Tribes. The Work of the Squaws Exclusively. Modern Replicas Coming into Favor.

HISTORIANS have never been able to agree as to the origin of the potter's art Evidences of its existence have been found as far back as written history could guide us, and even then there have been discovered proofs of its presence in a prehistoric age. Indicative of its great antiquity is the fact that all nations of whose religious ideas we have any knowledge ascribe its origin to the gods. "On the day," says Jacquemart, "when man, walking upon the clayey soil, softened by inundations or rain, first observed that the earth retained the prints of his footsteps, the plastic art was discovered; and when lighting a fire to warm his limbs or to cook his food he remarked that the surface of the earth changed its nature and its color, that the reddened clay became sonorous, impervious, and hardened in its new shape, the art was revealed to him of making vessels fit to contain liquids."

Various and widely contrasting are the Old-World opinions of pottery-making and its source. The Chinese, for example, believe that the art was discovered in China nearly two thousand seven hundred years before the Christian era by Kouen-on during the reign of Emperor Hoang-ti. The Japanese, having no real knowledge on the subject, also call imagination to their aid. Turning back to a period long before history begins, they affect to find the inventor of pottery in Ooseitsumi, a legendary being upon whom they conferred the title of "Kami," distinctive of deity. The Egyptians ascribed the art directly to the gods. To Num, the first creature, they attributed the art of moulding clay. After making the heavens and earth, the firmament, sun, moon, rivers and mountains, Num, according to the Egyptian notion, finished his labors by making man. Turning the clay of the Nile upon his wheel, he is supposed to have fashioned the last and greatest of created things, and then "breathed into his nostrils the breath of life." Then there is Greek mythology to consider. This very seriouly assures us that when Jupiter wished to punish the rash impiety of Prometheus, one of the strangest figures in Greek mythology, by giving him a wife, Vulcan made Pandora, the first of mortal women, out of clay. The legend of Keramos, too, must also receive due consideration It begins with the killing of the Minotaur of Crete by Theseus, who was assisted in this and his subsequent escape from the Labyrinth by Ariadne. The latter was later abandoned on the Island of Naxos, and she is said by some believers in the legend to have hanged herself in despair. Others, however, assert that in the arms of Bacchus she found solace for her sorrows. Their son, Keramos, was the patron of potters, and to his name we owe the word "keramic" or "ceramic."

This contradiction of opinions concerning the practice of making vessels of clay, based as they were almost wholly upon legends, shows clearly that its real origin will ever remain a mystery. One of the earliest and most beautiful of the legends relating to Jesus is important historically in that it indicates that in His time the childish instinct to shape objects out of clay was as pronounced as in our day. According to the legend alluded to, Jesus was engaged with playmates in making earthen birds. His efforts were clumsy

and his art crude, and his companions jeered him until the birds he had made became living things and flew away. Even though based upon legend, it proves that in the early days of Galilee, or, at any rate, in those of the inventor of the tale, the habits of children differed in no degree from those of to-day. A kind of instinct would almost appear to lead them to model and imitate in clay.

The same lack of historical accuracy is associated with the origin of pottery making in this country. That the Indians were responsible for its inception on these shores is reasonably certain, but the period of its introduction is, and will probably remain, a mystery. Some time before history began to trace their progress, the Indian squaws—for it was the women of their race who fashioned and decorated the vessels—practiced the art. Researches by students of Indian



TYPES OF PREHISTORIC INDIAN WARE REPRODUCED AT THE CLIFTON ART POTTERY.

history, in accordance with an act of Congress, have proven that fact. Specimens were exhumed by these scientists from old Indian ruins in various parts of the country, the most numerous and creditable pieces being found in Arizona, New Mexico, Utah, Arkansas, Colorado, Mississippi Valley and the Southern States. Much of this ware was found to be in an excellent state of preservation, despite its unquestioned antiquity—a condition that was due to the care that must have been exercised in its burial. Most of the objects found in these ruins were of a mortuary nature and had been exhumed from the sites of cemeteries. Each bowl or vase appeared to have formerly contained offerings of some kind. These articles are supposed to have included all of the immediate belongings of the decedents, for, according to Indian custom in those days, immediately after the death of a tribesman his personal possessions—horse, saddle, weapons, implements, apparel, grain and other foodstuffs, bedding, dogs, etc.—became public property and were distributed among non-relatives in the order of arrival, while any unclaimed residue was burned with his body and house. The articles contained in the mortuary offerings usually consisted of food, paints and prayer-sticks.

The excavation of these pieces, it might not be amiss to explain, was attended by some opposition. This was especially true at the ruins of Old Shumopovi, where the chiefs of the villages of Shumopovi, Mishongnovi and Shipaulovi visited the camp of the twenty Indian workmen engaged by the scientists and forbade them to continue the work. They played on the feelings of the workmen by declaring that the resurrection of the pieces would cause great winds and drive away the rain clouds. This had the desired effect; but many fine specimens had been exhumed prior to the interruption. A ruin called Homolobi, near Winslow, Arizona, another at the mouth of Chevlon fork, on the Little Colorado river, and a third at Chaves pass yielded particularly fine evidences of the prehistoric Indian potter's skill.

While the vessels intended primarily for mortuary offerings were found in large numbers, they did not by any means constitute the only shapes modeled by these clay-workers of a prehistoric period. There have been unearthed also such articles as food bowls, vases, jars, ladles, mugs or dippers, canteens, cups, and animal-shaped and slipper-shaped vessels The food basins (plates) exceed in number all other forms of pottery made in those days. The majority of the vases were globular, with slight necks, but several also had necks elongated. The ladles possessed no striking variations in form except in the matter of handles

The canteens, by means of which the ancients



Prehistoric Method of Indian Pottery-Making.

Courtesy of Museum of Natural History.

carried drinking water, were shaped somewhat like the modern canteen, but were more flattened and were generally decorated. Some of these canteens were made to be borne on the back and others to be carried in the hands. The latter had an oval or globular form with a hollow handle, and were possibly used to carry water for ceremonial purposes or perhaps from a spring to the house. The canteens were of small capacity, and were generally ornamented exteriorly with complicated designs.

The antiquity of the cup as a form of household utensil has been questioned, but from the excavations made there seems to be no reason for doubting its creation in prehistoric times. Numerous specimens were exhumed in the Southwest, and the material blackened with soot, and it is conjectured that they were formerly used as cooking vessels, being made in that peculiar form perhaps in order that they might be used like Dutch ovens—that coals of fire might more readily be heaped over them.

This prehistoric pottery has proven of great historical value in determining the habits and migrations of their Indian creators. The reason for this may be summarized as follows: first, the need of vessels is common to all mankind, and the use of clay in vessel making is almost universal among peoples sufficiently advanced to utilize it; second, since the clay used readily receives the impress of individual thought, the stamp of each people is distinctly impressed upon its ceramic products; third, baked clay is almost in-



ARTIST LONG, OF THE CLIFTON ART POTTERY.

from which they were made differed in no respect from that of other vessels. A few of these cups had flat bottoms, but the majority possessed the form of small vases with rounded bases.

Pottery objects in the form of birds, although common enough among the ceramic productions of certain modern pueblos, were rarely found in ancient ruins. But some have been recovered. One has a well-made head recalling that of a duck, and three knobs representing the tail and wings. Another bird-form vase, in which the vessel is elongated, has a round head projecting at one end, with a beak like that of a parrot. The eyes project from the head and there is an opening for the mouth. On the side there are parallel lines representing feathers painted in black and red. Several rough-ware jars in the form of slippers have also been exhumed. Many were destructible, and yet so fragile that fragments remain in plenty on every site occupied by the pottery makers; fourth, such vessels are less than all other articles fitted for and subject to transportation, being the most sedentary, so to speak, of all minor commodities. It follows that, so far as objects of art are capable of so doing, they serve, as has been said, to mark their maker's habitat and indicate his movements. Therefore, in no other way than by a study of these pottery specimens could historians ever trace with any degree or accuracy the evolution in the Indian character, especially so far as its artistic standard is concerned.

Easily the most perfect examples of pottery produced by the prehistoric Indians were those which emanated from the Pueblo tribes in Arizona and New Mexico. Closely approaching their efforts was the attractive ware of the Mississippi Valley and the Gulf

coast. Less commendable was the simple pottery made by the hunter tribes of the North. Numerous tribes have continued to practice the art down to the present time, some employing their original methods and producing results but little modified by the lapse of centuries, while others, coming more directly under the influence of the whites, have modified their work so that it no longer has any particular value to the ethnologist devoted to aboriginal studies. The Pueblo country furnishes the best example of the survival of old methods and old ideals. Here many tribes are found practicing the art successfully, producing vases and other articles quite equal in many respects to the ancient product. Specimens of a meritorious character have also been found in the former Iroquois country, which occupied the States of Pennsylvania and New York and also extended in places into other States and into Canada.

Relics of the aboriginal potter's art have been found all over the country. Wherever pottery-making tribes dwelt, wherever they wandered, camped, sought water, collected food, conducted ceremonies or buried their dead, there have been found specimens. The native tribes, no matter whence they came, distributed themselves along the great waterways; and the more favorable spots along such rivers as the Ohio, Tennessee, Mississippi and the Red River possess almost inexhaustible supplies of ancient ware.

The uses to which the earthenware of the aborigines was applied were numerous and important. They may be roughly classed as domestic, industrial, sacerdotal, ornamental, and trivial or diversional. To the first class belong the vessels for containing, cooking, boiling (as in sugar and salt-making), eating, drinking, etc. In the second class belong the various implements used in the arts, such as trowels and modeling tools. The third class embraces the vessels and other articles used in funeral rites, such as burial urns and offerings The ornamental type consisted of beads, pendants, ear and lip plugs for personal embellishment. In the trivial and diversional class there were toy vessels, figurines and gaming articles. Most of the vessels may have served a number of uses, as, for example, a single vessel would, with a simple people, answer for culinary, religious and also mortuary purposes. Although the esthetic idea was considerably developed among all classes of our aborigines and much attention was paid to embellishment, it is not probable that any vessel was manufactured for purely ornamental purposes. The cooking, storing and transporting of food and drink were, perhaps, the most important of its functions. The differentiation in the functions of vessels was probably to some extent of pre-ceramic development, since art in clay sprang into existence long after other arts had been well perfected Therefore, pottery naturally fell heir to duties previously performed by vessels of bark, wicker, shell, horn, stone, or other more archaic receptacles for boiling, serving, containing and transporting.

The primitive earthen vessels usually had a round or conical base, which suggests the manner of their use. Among the savage races hard level floors were an exception, while floors of sand or soft earth were the rule. Under such conditions a round or conical base would be most convenient. A pot when used for cooking was generally set directly on the fire and was kept in position by the fuel and other supports placed about its sides.

A somewhat remarkable class of earthenware vessels, remnants of which were found at several points in the Mississippi valley, is believed to have been employed in the manufacture of salt. A distinguishing characteristic of these vessels was their large size, vat-like shape and great thickness of walls. The salt was made alongside a river. When the water went down, exposing the salt, it was gathered, together with a necessarily large quantity of sand, and thrown into baskets. After being strained and transferred to the clay vessels, the latter were placed on fires, and the boiling process eliminated all but the salt.

In comparatively recent aboriginal times, earthen pots were also used for collecting and boiling the sap of the sugar maple. In March, when the sun acquired a little force and the trees commenced to contain sap, the Indians made transverse incisions with a hatchet on the trunks of the maple rrees. from which there flowed in abundance a liquid which they received in large vessels of bark Then the liquid was boiled over the fire in the pot. Sugar is still made by a number of tribes, but earthen vessels have probably not been used in its manufacture for many years.

Earthen vessels were also used by the Indians for drums. Parchment or buckskin was stretched over the mouths of large pots, and this, beaten with sticks, furnished music for dances and ceremonies, and noise for the gratification of the savage taste. Another clay noise producer in those days was a gourd in which were placed beads or pebbles These were shaken violently to keep time with the drum and other equally inharmonious instruments. Another odd object made of baked clay was trowel-like in shape and resembled in a general way the smoothing or "flat" iron for laundry work. They are supposed to have been used in the plastering and smoothing of the walls and floors of houses. Pieces that resemble stoppers for bottles are believed to have been used as modeling tools for pottery-making. Still another not uncommon use of baked clay in those times was in the construction of sacrificial basins or altars, which were built of clay and river shells.

The burial of the disarticulated bones of the dead, especially children, in earthen vessels was quite common. To what extent vessels were manufactured exclusively for mortuary purposes cannot be determined, since no particular form seems to have been considered necessary. The larger boiling and containing pots, taken from the household supply, seem to have been satisfactory. Occasionally, however, receptacles

Continued on page 117.



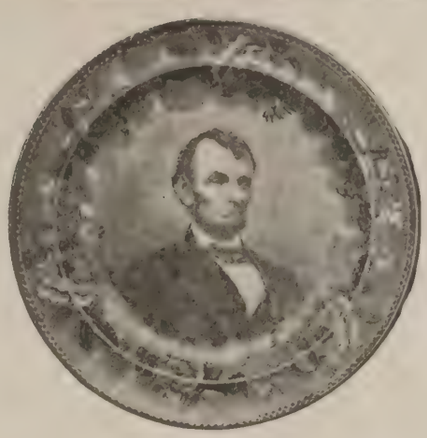
George Washington.
1732-1799.

"Soldier and statesman, rarest unison'.
High-poised example of great duties done"
James Russell Lowell.

"America has furnished to the world the character of George Washington; and if our American institutions had done nothing else, that alone would have entitled them to the respect of mankind."—Daniel Webster at the completion of the Bunker Hill Monument.



Mount Vernon.
The Home of Washington.
1744-1901.



Abraham Lincoln.

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The Washington Elm, Cambridge.

Under this tree Washington first took command of the American Army, July 3, 1775.
Cambridge, Mass.



Gen. Ulysses S. Grant.
April 27, 1822—July 23, 1885.

"Let us labor for the security of free thought, free speech, free press, pure morals, unfettered religious sentiments, and equal rights and privileges for all men irrespective of nationality, color or religion."—Grant's speech at Des Moines, Iowa, September, 1875.

"He was a chosen son of liberty, but he believed in liberty secured by law and that a people's prosperity depends on public tranquillity."—Gen. Horace Porter's oration at dedication of Grant's tomb, April 27, 1897.



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UNDERGLAZE COLORS.

A SAMPLE ORDER WILL PROVE THEIR MERIT.

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DUTCH JUG. 1417.



CLEORA RAIL PLATE. 1372.

Prehistoric Indian Pottery.

Continued from page 112.

were probably shaped for the purpose. Perhaps the most general use of vases in burial was that of containing food, drink and other offerings intended by friends of the departed to serve some mythical post-mortem purpose. That the deposition of these articles with the dead had, however, become a mere form or symbol in many cases is shown by the fact that the vessels were often broken, and fragments only were sometimes used. In one section of the Mississippi valley there have been found small mortuary receptacles made to represent the human face as it appeared after death So unusual were these shapes that it was the general opinion of those who exhumed them that the vessels were made exclusively for consignment to the tomb. In some regions rude imitations of vessels, hardly capable of bearing up their own weight, were made and cast into the grave. With these were also figurines, made in the crudest way, representing many forms of animal and vegetal life. It is possible that these were offerings, after the manner of the ancient Egyptians, who placed images of slaves and various implements and utensils in the tomb, with the idea that they would in some way be of service to the dead in their future existence. Certain tribes cremated their dead. It was apparently their custom to burn the corpses on certain pyral mounds and then gather up the ashes and deposit them in small rudely-decorated vases.

The Indians also had another odd use for clay. Colored by a variety of oxides and other substances, they employed it extensively for painting the person. Then there have also been found small earthenware disks which the aborigines evidently found serviceable in playing games of skill or chance. The ancient people of Southern Arizona also manufactured human effigies in clay. No attempt was made by them to represent the legs and arms with any degree of closeness, irregular ridges on either side of the body being deemed a sufficient reproduction. The details of the heads in these effigies, though, were well represented.

While certain decorative types were followed by the early Indians, the variations were so many that in a collection of thousands of specimens two would rarely be found in which the ornamentation is the same. Geometrical figures are regarded as having been the most ancient style of design. Representations of human beings, animals, reptiles and birds were also employed for the purpose of decoration. The last-named was the most commonly used and also the most elaborately conventionalized. Mythical lizards and batrachians are represented in the decoration of many exhumed pieces; but there was no complete picture of any reptile that could be identified. The bison was recognized among many designs, but the execution was invariably crude. The Indian artists could represent a human head very cleverly, but many of them portrayed the bodies with tails attached. Indian legends, it might be explained, refer to the caudal appendage of man in ancient times.

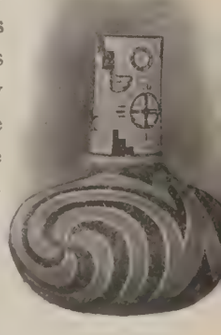
In their delineation of bird figures the Indian artists took strange liberties with nature, representing birds absolutely unknown to ornithology. In all of these representations of mythical animals the imagination had full sway. It was not the bird with which the artists were familiar through observation, but a monstrous creation of fancy, distorted by imagination —real only in legends—that they painted It was customary for them to depict the birds with both eyes on one side of the head and with a long snout in which were teeth.

It is believed that the delineation of the human figure marked a late stage in the pottery decoration of the ancient Pueblos. The drawings of the human form which have been found are largely of the rudest possible character, showing no elaboration, such as would be expected had they been used many generations for decorations.

One of the queerest designs found recalls the legend of the Spider woman who married the sun The association of these two symbols on an ancient vessel denotes the antiquity of the legend. The figure of the sun on the exterior of the food bowl is represented by a simple ring surrounding a white zone, in the centre of which is a black spot. Four peripherally placed sets of three parallel lines extending from four sides of the sun symbolize the rays of the luminary. Kokyan mona, the Spider maid, is painted near the sun, and has four pairs of legs attached to her. The legend concerning this Spider maid had it that she was the parthenogenetic mother or grandmother of the twin war gods, Punkon hoya and Paluna hoya. As she was supposed to have been impregnated by a sun's ray or a drop of water falling upon her, the sun is, therefore, called the father.

Insect designs were also frequently employed in the decorations, with the butterfly and dragonfly most popular. They were highly conventionalized, as was also the spider. Peculiar symbols were imparted to the ware in the same manner. One presents the figure of the legendary war god bearing markings that were intended to indicate the wounds made by the claws of some animal in its struggles. Strong and swift animals were symbolical of war, while emblems in the form of feathers of small birds or other decorative symbols inspired from small animals were indicative of peace.

The wealth of geometrical ornamentation in Pueblo pottery has also attracted the attention of many students. This form was the simplest in motive, the most wi ely spread over the pueblo area, and also probably the most ancient. These geometrical forms included spirals, bars, terraces, stars, and squares with dots. But colors were not depended upon wholly for decorative purposes. In some sections of the country engraved stamps, which generally took the form of paddles, were used to cover the plastic sur-



face with diaper-like patterns. In others thin disks with indented or otherwise finished peripheries were rolled back and forth on the surface, producing similar figures. Woven fabrics were also applied to the clay, leaving artistic patterns, and cords were impressed to produce ornamental designs.

The process followed by the prehistoric Indians in their manufacture of pottery was, as might be imagined, exceedingly crude. The hands figured largely in the modeling; but they also had tools made of stone, wood and bone to assist them. The fingers and fingernails were employed to produce many rude effects in relief and in intaglio. Sharp-pointed tools were used to incise; gauge-like ones to excavate; dull and rounded points to trail, and all the varieties for indented designs.

The earliest artificial revolving device for the shaping of the clay probably consisted of a shallow basket or a section of gourd shell, by means of which it was probably turned back and forth with one hand as the building went on with the other. The textile markings so often seen on the exterior surfaces of their vases were not, however, the impressions of the baskets employed in the modeling and molding, but of pliable fabrics and cord, used, possibly, in supporting the vessel while in process of construction. In the better wares the surface was rubbed down and polished with smooth stones or bits of shell.

When completed, the utensil was dried in the sun or before a fire. It was afterwards baked with greater or less thoroughness. The Catawbas, having excellent clay, found baking before the fire quite sufficient. The Cherokees embedded their vessels in bark, which was fired, and the piece came out red hot. In no section was a very high degree of heat intentionally applied, and the paste remained comparatively soft Vitrification rarely took place It seems to be a question as to whether the ancient Pueblos glazed their ware or not. Some bowls were found that had a black vitreous covering which resisted a knife point. It was not the gloss derived from the polishing of the vessel, but apparently came from some salt used in the preparation of the pigment with which the ware was painted.

The colors observed in the primitive earthen vessels were largely the result of chemical changes in the clays of different hues that were used. Dark reddish, yellowish and brownish grays were the prevailing colors, Many tribes were not satisfied with the colors produced in this way, but submitted the vessel to various processes in order to effect the desired changes. One method was to cover the vessel with fuel, which was burned in such a way as to confine the smoke, thus giving the ware a glossy black finish. The Indian's preference for particular colors was due to special causes. With some tribes the colors had a peculiar mythologic significance, and on this account were appropriate to vessels employed for certain ceremonial uses. Another reason, of course, was the decided fondness for colors possessed by most savage and barbarian races. The combinations of tones characteristic of the ancient Indian wares were red and brown, yellow, black, black and white, red and black; red, black and white, white and green.

In selecting the clay from which to make pottery the squaws gathered earth that was particularly suitable for this kind of work, and, having well cleansed it, took shells which they ground and reduced to a very fine powder. Mixing this with the earth, and moistening the whole with a little water, they kneaded it with the hands and feet. This formed a dough, of which rolls five or six feet long were obtained and of the thickness desired. Then the modeling began. One unique method resorted to for the acquirement of a desired shape was to coat the inner surface of baskets made of rushes or willow with the clay. When the latter was dry it was placed on a fire in its basket framework, and the flames, burning away the latter, left the clay vessel intact.

Some months ago the idea of reproducing this ancient Indian pottery suggested itself to W. A. Long, creator of the famous Lonhuda ware, and Dr. Tschirner, a noted chemist, who graduated in this study from the University of Berlin and later received a degree at the University of Michigan. They built a factory on the outskirts of Newark, N J., and at present are devoting it almost wholly to the production of this class of ware.



"A K" French, Habsburg and Hohenzollern China.

DECORATED AND WHITE.



MISTLETOE DECORATION

ONE OF THE LEADERS FOR 1907.

CHARLES L. DWENGER,

35 Park Place, New York.

Shoplifters and Their Ways.

Curious Methods by which the Stores are Mulcted. Rarely Prosecuted when Discovered. Unless they are Old Offenders.

OF the many and various types of detectives who make life uncomfortable and precarious nowadays for the criminally-inclined, there is none that affords a more interesting study than the men and women whose special duty it is to round up the professional and amateur shoplifters Every department store of consequence in this and the other large cities of the country has a personal staff of these keen-visioned personages. They do their work without the aid of gum-shoes, false whiskers and nickel-plated revolvers; but manage, nevertheless, to annually protect their employers from losses that would otherwise run far into the thousands. Dressed in ordinary street attire, they mingle with the throngs that promenade through the respective stores, price goods, ask questions, and otherwise conduct themselves in a manner best calculated to avoid suspicion. Yet, while apparently deeply engrossed in this inspection of merchandise and the interrogation of salespeople, their visual senses are usually alert Of course, they don't intercept every thief that visits their house. But the proportion that fails to get away with goods filched from convenient counters is large enough to make them an indispensable adjunct of the modern store.

While men compose the very large majority of these store detectives, women are also employed for the work. It is to the latter, indeed, that many of the most important shoplifting captures on record are due. They possess a more thorough conception of the foibles of their own sex than men, and are also, because of their gender, privileged to enter the retiring rooms where so many of the thieves seek privacy in order to secrete articles about their persons or in hand-bags. The writer was referred to one of these clever, strategic women detectives when he applied at a prominent Sixth avenue store recently. She looked like the typical shopper herself, being fully dressed, even to her hat and hand-satchel.

"Our similarity in appearance to the average shopper," she explained, "is the most effective disguise that we could assume. It enables us to walk undetected alongside of persons whom we may for some reason or other suspect. Many times I have been fairly rubbing elbows with women when they were slipping pieces of merchandise into their pockets. Usually, of course, people of that kind glance about hurriedly before committing the theft to see if they are being watched. I always manage to appear interested in some piece of stock when they look my way. You can imagine their discomfiture and astonishment when I halt them before reaching the door and quietly request the return of the stolen article."

"Do you make arrests in all cases?" I inquired.

"Goodness! no," she replied; "it would take too much of our time to prosecute them. And, besides, there are many times when it would be positively cruel to expose the thief. Many of them have fallen into temptation for the first time; and then there are others who suffer from kleptomania."

"Kleptomania?" I repeated, with a suggestion of sarcasm.

"Yes; that's the only word that properly describes the thieving tendencies of some people. They are wealthy enough to purchase anything their fancy might dictate, and they are liberal enough in other respects to render ridiculous the idea that they commit the thefts for the sake of economy. I have caught many women of this class red-handed, and have taken them up to our 'third degree' room, where the chief and myself have put them through a severe course of questioning. They invariably become hysterical and implore us to save them from the disgrace of exposure. Unless they have previously given us a lot of trouble we dismiss them with a severe reprimand and some sound advice. It is our idea that the return of the goods and the lesson that

the experiences teaches the thief in such cases are quite sufficient. We would gain nothing by prosecuting shoplifters of that kind, but, instead, our house would probably lose forever the friendship and patronage of their relatives and acquaintances."

"Are you able to spot a shoplifter at first glance?"

"No, not always. But usually there is a furtive, restless, apprehensive look about them that attracts the store detective's eye. There are some, though, who pilfer with as much self-possession and indifference as if they were paying real money for the goods. That class of shoplifters makes it very difficult for us to prosecute, should we feel inclined to do They brazenly deny any intention to steal the merchandise, and usually put up a bluff that would utterly deceive anyone not familiar with their methods. It isn't so easy to make out a case against the experienced shoplifter as one might imagine. They resort to all sorts of ruses in explaining their arrest to the court. If they're found in one department of a store with goods stolen from another department they unblushingly insist that it was their intention to return and make payment. They will also, in some cases, go as far as to declare that they have paid for the goods, and unhesitatingly point out a salesgirl to whom they claim to have made payment They lie with all the facility of Ananias; and unless the detective has witnesses to corroborate the charge of theft the shoplifter is almost certain of freedom.

'Others don't worry themselves about even making a denial. They promptly admit the theft when cornered, and exhibit undisguised amusement at what they term their own 'amateur work' in being caught. Thieves of that character admit everything, make promises to be good forevermore, and almost invariably ask us confidentially how we came to 'get next' to them. Should we threaten them with arrest they assure us that their imprisonment would do us no good, and follow it with such protestations of their proposed reformation that we usually drop the matter.

"We take cases to court only when the thief has been particularly active in plying his or her trade. An arrest means the loss of considerable time to us, and also more or less expense. Furthermore, the likelihood of fixing the theft securely enough on our prisoner to warrant a conviction is so uncertain as to make us hesitant in the matter."

"Have you ever felt genuinely sorry for any of the shoplifters?"

"Sorry?" she echoed; "why, my dear sir, I have actually cried with some of the poor unfortunates. One case, in particular, I shall never forget. She was a pretty girl about twenty years old. I saw her fingering rolls of silk in a rather queer manner one day and concluded to watch her. Finally, she clumsily slipped a roll of it down into a false pocket that lined the front of her skirt. Near the door I caught up with her and remarked that she had better follow me upstairs. Immediately she began to weep violently, and I realized that I had a new recruit to the game. In our office she sobbed convulsively, and it was some time before I was able to get any information. But after calming down somewhat she told me her story. She was engaged to marry a nice, honest young man, and because of her poverty was unable to buy a suitable wedding dress. So she determined to steal the material. There was no doubting the girl's truthfulness, and I must confess that the story affected me so much that I wept with her. More than that, I bought the material and gave it to her on her promise to pay me when her circumstances permitted. She came into my office one day last week and returned the amount, and said she was the very happiest girl alive.

"We had a somewhat similar experience a few years ago with a young man whom the chief detective caught stealing silverware. He made no effort to deny his guilt, and even admitted that his thieving tendencies had caused his family to disown him. The chief was about to have him taken to headquarters when the young fellow very quietly and seriously asked for a chance to turn over a new leaf. He said he had become disgusted with himself and proposed to begin a new life if given the opportunity. His apparent sincerity impressed the chief, and he let him go. Not long afterwards we received a letter from the young fellow stating that he had accepted a place as floorwalker in another department store on the avenue. Letters reached us regularly from him for over a year, and several times he called in person to prove that he had reformed. His family, meanwhile, took him home again."

"Do shoplifters always travel singly?"

"No. Many times they visit the stores in pairs, and I have even found three and more working in unison. The ticket-pullers, especially, find it more advisable to travel in twos. How do the ticket-pullers work? Why, one of them will approach a dress-suit case, an umbrella, or something of that kind, and jerk the ticket off the article as he or she goes by. A little behind will stroll an accomplice who coolly picks up the unticketed article and walks out of the store with it. Then there are the shoplifters who come into a department with a newspaper that they pretend to have been reading. Should some small article strike their fancy they carelessly place on the counter the hand that holds the newspaper. When they lift the paper it usually has the article underneath it. In the retiring-room the booty is wrapped in the paper by the thief, and she often leaves the store without suspicion being aroused.

"By the way," the feminine sleuth continued, laughingly, "we occasionally have a little fun at the expense of these crooks. During the holiday rush last year we covered an ordinary wooden plank with paper and tied it neatly and securely. Then we placed it in a conspicuous position in the toy department. Although the parcel was fully six feet long and about a foot wide, someone annexed it before the day was over. I can picture the emotions of that thief when the paper covering was removed."

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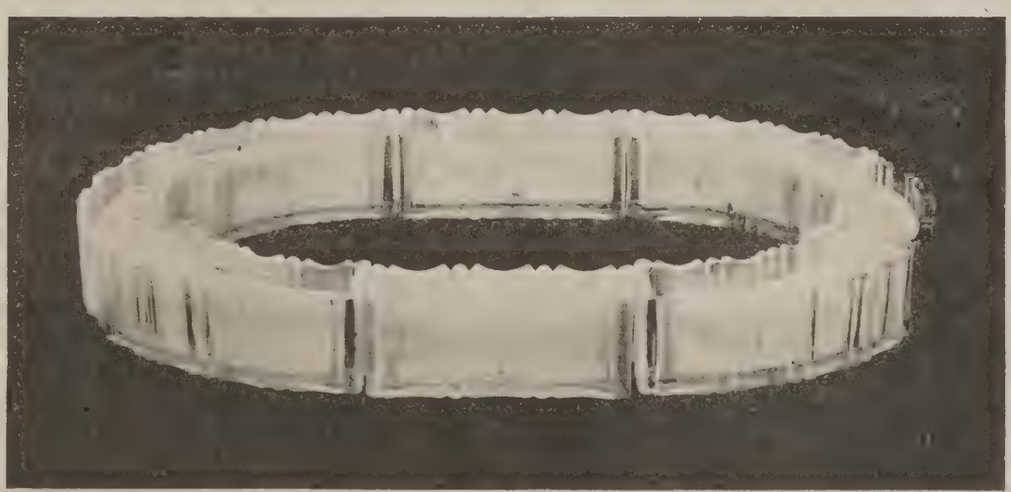
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In Toyland.

ELECTRICITY plays a large part in the Christmas toys this year. For instance, you can buy a railway, modeled after the most advanced ideas, and run by electricity.

There is sixty feet of track. The train consists of a locomotive, tender, baggage car and two coaches. The speed is from 150 to 200 feet a minute.

The locomotive has a headlight and is operated by an electric motor concealed in the boiler. The passenger car is made of polished brass, and the seats inside are like those of any other passenger car, reversible and covered with plush. The cost of the outfit is about $50. But other railways can be bought for as little as $1.50.

There is a complete telegraph system, in miniature, connected with the railway. There is a double track passenger station lighted by electricity, and further down the track another railway station with automatic signals. There is also a freight depot. A suspension bridge may be added to the system if desired, and there are all kinds of cars. One very complete outfit costs as high as $250.

A coal mining locomotive and train, also run by electricity, is a reproduction of apparatus used in coal mines. There is also an electric trolley car, complete in all details.

A toy telephone, perfect in every detail, can be had for from $3 to $5. Then there are miniature electric clocks. By pressing a button a little bulb in front of the timepiece is made to illuminate the face of it. A miniature bull's eye lantern which is lit by a secret spring is designed for the small boy afraid of the dark, and an electric curling apparatus which consists of an innocent looking lion yawning is designed for the girl who curls her doll's hair. By pressing the button the tongs may be heated by putting them down the lion's throat.

"Fifty years ago it was I began to sell toys in New York, and it was just as big a thing to sell a $2.50 toy then as it is to sell a $250 toy now."

It was the dean of the New York toy-sellers that spoke. He stood in the midst of woolly lambs and dolls' theaters, with railroad trains whizzing past him and automobiles dodging between his legs, and surveyed the toys and the children who had come to buy them with all the satisfaction of a born Santa Claus.

"How much money is spent in toys every Christmas in New York? Now, who can tell that? No man can count it. I myself import $1,000,000 worth of toys every year from Germany. But not all for Christmas, no. New York is full of strangers all the year round, and since nobody comes to New York who has not money to spend, if they have children they almost always take them home toys from New York. That is what keeps up the trade all the year round."

There are no toys for the extravagant sex which quite approach those of her brother in price. The Colonial and Queen Anne doll houses, three and four feet high, furnished complete, kitchen, dining-room, hall, music room, library, drawing room and bedrooms, cost only $150. This dean of the toy sellers sold about two dozen of those last Christmas, when they first came in.

They may be called mechanical toys also, for a push at the door rings an electric bell within and another button inside turns on the electric lights. Each house has its own little electric plant. The doll theaters are electric lighted also, and cost $50. It does not seem possible to get anything connected with a doll which can cost as much as the highest priced mechanical toys.

Various young ladies of tender age will receive on Christmas morning a good sized trunk, too large to go under the bed in some New York flats. On opening it a Paris doll is found in the first tray. In the next are her ball gowns, street gowns, teagowns, opera cloaks and so on. In the next tray are her hats. In the bottom are her underclothes, footwear, bathing suit, automobile suit, toilet articles, curling irons, shoe polish, gloves, handbag, furs and visiting cards. And the whole costs only $60.

There are dolls, of course, of all kinds, proportions and sizes. The flirting doll can be wound up, and it will flirt with its eyes as it walks along. Baby dolls in long clothes with a nursing bottle, will if a button is pressed, drink milk from the bottle.



Trousseaux for the dolls come ready made and cost as much as much as $75.

A fashionable dress for a large doll costs from $5 up, and some are made of real lace. Kid gloves to fit any doll may be had.

There are automobile coats and caps and goggles, of leather and of fur, as elaborate as you may desire and of every description, though white fox seems to be a leading fashion in dolldom of late. A fur coat of brown squirrel, made to order lately, cost $35. But furs may also be had very cheap for those whose pocketbooks are not so long.

French lady dolls have real hair that can be washed and combed daily and arranged in any fashion, braids or pompadour, and ornamented with tortoise shell combs. The indestructible dolls are quite as beautiful this year as ever and the big rag babies have reached such a state of perfection that they vie in beauty with the bisque.

The go-carts and baby carriages are getting more luxurious every year, though less expensive. Perhaps it is because of the vogue of the automobile, which comes as perfect in detail as the big ones and can be run by electricity or clockwork.



Such things as grocery stores and kitchen outfits are probably more complete than ever before. They cost as much as $35.

There are swimming pools for dolls made of celluloid and provided with little dressing rooms and a resting place, just like any other fashionable bathing place.. By pressing a button a doll is made to dive into the water and a shower at one end is provided with a hand pump. There are celluloid floating dolls that come expressly for this purpose from two inches in length to fifteen.

The musical toys include as usual many novelties. One has three dolls on a platform, and plays while a professor gives a dancing lesson.

A musical Christmas tree will no doubt meet with great favor. It is intended for real use in the home, and when wound up plays while the presents are taken off.

There are birds in exact reproduction of the real ones and in cages of all sizes. One flaps its wings and hops about.

A canary in a gilt cage that sings and twitters costs $50. A large cage, with a mocking bird, canary and a nightingale which sing separately, costs $150.

There are warships, 42 inches long, which are modeled after the battleships whose names they bear. They are run by steam or clockwork. An alcohol lamp furnishes the fuel in the former case. They are armed with cannon that can be fired.

Ocean liners of the same size are equally perfect in detail, even to the cabins inside, and are run on the same plan.

Torpedo boats are run by mechanism and will fire two shots. They run out twenty-five feet from shore, fire one shot, turn, come back to the starting point and fire the other.

But if mechanical toys run to prices never heard of in the toyland of long ago, they are also made so cheap that one wonders how it can be done. In a house on lower Broadway which makes toys for the million there is a tiny automobile. It is apparently all there, and it goes, and it costs 10 cents. At about the other extreme of popular prices is an automobile with rubber tires, lamps, four figures and all the paraphernalia, for $2.50.

"One dollar," says the proprietor at this place, "is just about as high as it pays to make a toy for the general public. It is all the average well to do man wants to put into a toy. And so for the masses everything, toys and everything else, tends toward a 25 cent basis. They don't want to pay more than 25 cents for anything."

This house makes almost all the rag dolls sold in America. They began with a $1 doll. A good many of them sold. They made a 50 cent doll. Twice as many sold. They put out 25 cent doll. Four times as many of them sold. And they say there is more money in the 25 cent than in the dollar doll.

A fire engine and a racing car of sheet steel, good, solid, substantial toys, which go most satisfactorily, at $1 each, are considered representative toys of the better sort.

All the toys were made in Germany up to fifteen years ago, and Nuremburg is still the capital of Toyland. The great majority of all the toys imported into America come from two or three men in that city. It is thoroughly appropriate for the toys to come from the land where Santa Claus and the Christmas tree were born. The first American toys were very clumsy and heavy, and though they improve and increase every year they still lack the elegance and finish of the German product.

American mechanical toys, however, are more substantial than those from the other side, being the only ones which employ sheet steel. America is the home of all varieties of automobile toys, although they are now made on the other side also.—*N. Y. Sun.*



Fish and Game Plates

FROM JOHN AYNSLEY & SONS, PORTLAND WORKS, LONGTON, ENGL

F. MICKLEWRIGHT, ARTIST

James Douglass, 24 Park Place.

Old-Time Decorating.

Reminiscences of Pliny Fisk, who Established the First Decorating Department in an American Pottery. Methods in Vogue in the Early Days of Potting in Trenton.

NO pottery nowadays would be considered complete without a decorating department of its own. In many respects it is considered the most essential auxiliary of the modern plant. The improvement of ware in durability, lightness and texture, and the introduction of new shapes, are of comparatively infrequent occurrence. But it is different with the decorating end of the industry. The varying taste of the pottery-purchasing public demands new and better designs year after year, and manufacturers consequently conduct their battle for patronage with decorative progressiveness as their principal asset.

In view of this admitted importance of decorating in present-day ceramics, it is a surprising fact that its origin in this country dates back only thirty-five years or thereabouts. Pliny Fisk, long since retired, was responsible for the opening of the first decorating department in an American pottery. It was established in connection with the American Crockery Co , in Trenton, N. J., which factory was subsequently enlarged and operated by the now defunct American Lamp and Brass Co The circumstances associated with Mr Fisk's venture are best described by that aged but vigorous gentleman himself. He was visited recently by the writer at his home in Trenton, and, although the flight of time has impaired his memory so far as many minor details are concerned, he retains a good recollection of the more notable incidents in connection with the enterprise.

"It was very early in the seventies," said Mr Fisk, "when I concluded to open a decorating department of my own. White goods, of course, were sold almost entirely in those days. Whenever an order for decorated ware was received, I was accustomed to send the pieces over to New York for that purpose. One day I sent six toilet sets to James M. Shaw, and when they came back I examined them pretty closely and determined that I could have the decorating done at my own plant. With that object in view I engaged a man named Outram as head of the department. He possessed unusual talent, and under his direction a splendid exhibit was prepared for the Centennial Exposition in Philadelphia in 1876. The display elicited so much approval that the exposition authorities appointed a committee to visit my factory and make a thorough inquiry into the methods pursued. This recognition encouraged other manufacturers to experiment with their own decorating, and it wasn't long before I ceased to enjoy a monopoly of this branch of the business.

"My experience in the maintenance of a decorating department was not free from trouble, by any means. In fact, it was responsible for a racial disturbance that threatened serious embarrassment for my plant at one time. After Mr Outram's death I was sorely in need of a new superintendent of the decorating department. One day a young Irish girl who was connected with the department came to me and said that her brother, whose name was Pat Mahan, was superintendent of decorators in a pottery in Dublin, Ireland, and wanted to come to this country. On her representation I brought Mahan over. But trouble developed as soon as he reached the pottery. The other decorators were exclusively English by birth, and they resented the idea of having an Irishman as boss. Persuasion and argument had no effect, and in despair I gave Mahan work merely as a decorator and allowed the department to run along without a director. But inside of a week Mahan had made himself so popular with his working mates and had so conclusively proved his artistic superiority to them that a committee came downstairs one day and urged me to appoint him as superintendent. From that time on our decorating moved along without a hitch."

Mr. Fisk smiled significantly when asked if he had noted any very great improvement in the ceramic decoration of to-day

"I scarcely feel qualified to answer that question," he replied, "for I have followed the progress of the business rather indifferently during late years. But I am well posted on one point. The potter of to day

doesn't command anything like the same price that we did in the early days An eleven-piece toilet set with an overglaze transfer pattern used to net me five or six dollars. Nowadays, a set equally as good may be purchased for two dollars "

The style of ceramic decoration in vogue during the early days of Mr. Fisk's experience consisted of bands of color from one-half to two inches in width, with sometimes hair lines on either side of them. The most popular colors were pink, blue, yellow and green. A little later groundlaying was introduced. After the color had been applied to the body of the ware it was the custom to rub off a portion of it and fill in the white space with handpainted flowers.

But printing was also an early method of decoration. A slab of molasses gum, flat in shape, was placed on top of a copper plate that had previously had its surface covered with stiff oil. After the latter had been wiped off there remained enough in the crevices of the plate to make possible an impression on the gum when the latter was laid on top of it. Then the gum with the oily imprint of the design upon it was applied to the ware. Color was then dusted on and adhered wherever the oily outlines of the design appeared.

Following this process came the printing press, which is still used in much the same manner as in the early days. The plates then were larger and the designs possibly more elaborate, but there has been no other very notable change. One of the most popular of the early patterns introduced by the printing press was the moss rose, which enjoyed a long run in public favor.

Only coin gold was used by the decorators in the early days, for the very good reason that there was no bright gold to be had. English sovereigns were depended upon to furnish the gold. These were rolled into thin leaves and then deposited in a flask, and converted into a powdered state by the use of acids and mercury, which process is to a large extent still prevalent to-day.



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Concerning decorating progress in more recent years it is almost unnecessary to write. The advent of lithography in the form of decalcomanie patterns has to a very great extent displaced the painter and the filler-in—with the consequent loss of individuality in the decorations The art directors of the country, however, while recognizing the commercial advantages of the "decals," are anxious to devote more attention to filled-in designs and to even more ambitious freehand effects. In fact, this tendency has been noticeable in many American lines during the year now closing, and promises to be even more conspicuous next season.

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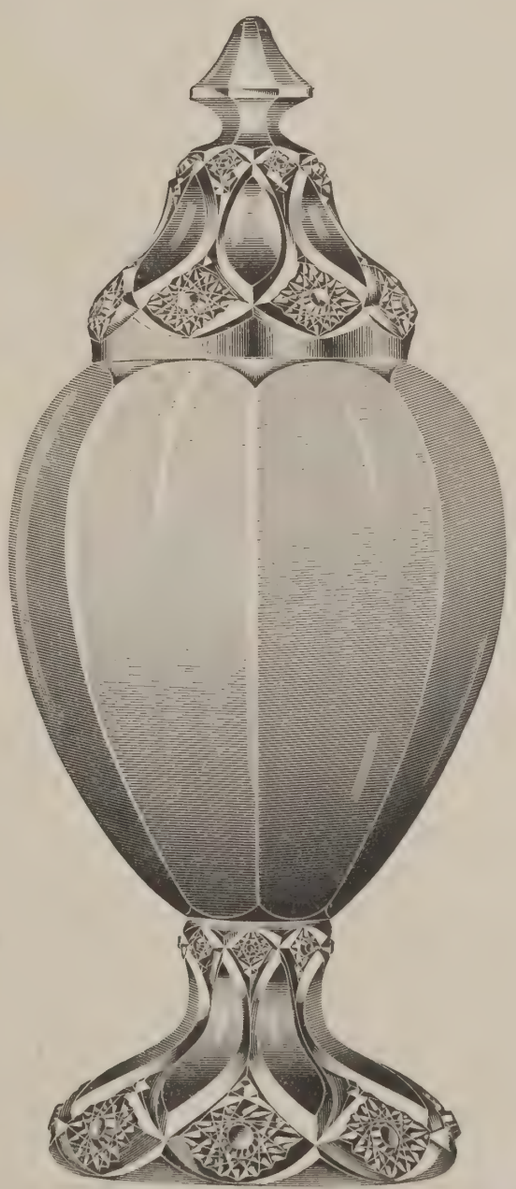
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Some Points on Pewter.

THE use of pewter for domestic utensils goes so far back that it is hard to assign a date to the precise time when it succeeded wood. Indeed, even after pewter drinking vessels were in use, wooden trenchers were found in many households, since they were cheaper, easier to obtain, and at a pinch could be made in the house.

Perhaps the earliest use of pewter was for church vessels, though this was strongly opposed by the Catholic Church on the ground that pewter was not sufficiently precious. The Council of Rheims in the year 847 and the Synod of Canterbury in the thirteenth century forbade the use of pewter for the paten and chalice.

In 1252, at Nismes, these two decisions were confirmed, but poor communities were permitted to use their pewter vessels. In Belgium at the present day the eucharistic vessels for daily use are of pewter, and until the revolution in France it was the custom to reserve the vessels of precious metal for special occasions.

The princes of the state as well as the princes of the church used pewter in their households till well into the Middle Ages. In 1290 King Edward I had "leaden" vessels in which the boiled meats for the coronations were cooked, and had a supply of more than 300 pewter dishes, salt cellars, platters and cups in his possession. Louis IV. took the silver plate of his subjects to pay for his war and other projects, and decreed that they use pewter, allowing the dignitaries of the church to have their vessels inlaid with precious metals.

If we turn to the Orient we will find that pewter was made and worked there much earlier, as far back as 2,000 years ago. In London are pieces of Japanese pewter which are known to be 1,100 years old, the composition of the alloy being lead and tin.

The composition of pewter varies, not only in the country in which it was made, but also as regards the purpose for which it was to be used. It is safe to say that the best pewter was made in England, since it was a matter which was strictly looked after by the Worshipful Company of Pewterers, who fined and otherwise punished those makers whom they discovered making articles below standard either as to weight or quality.

The very best pewter was what was known as plate pewter, which contained 100 parts of tin, 8 antimony and 4 parts of copper. Ley metal, the poorest and cheapest quality, contained 80 per cent of tine and 20 of lead. Common pewter, known as trifle, had 82 per cent of tin and 18 of antimony, while the quality used for small objects like salt cellars, tokens and little ewers had 90 per cent of tin and 10 per cent of lead.

At the end of the sixteenth century—that is, during the time of Shakespeare and Queen Elizabeth—pewter was sold by the garnish. Harrison, who wrote his "Description of England" in 1557, has this to say: "Such furniture of this metal is commonly sold by the garnish, which doth containe 12 platters, 12 dishes, 12 saucers, and these are either of silver fashion, or else with broad or narrow brims and bought by the pound, which is now valued at seven-pence or peradventure at eight-pence."

Silver fashion has always been popular in pewter, and many old silversmiths' molds were used for this purpose. You will find pitchers and sugar bowls exactly like those of the same period in silver made in pewter, and a law was enacted by which pewterers only could put their marks on pewter, silversmiths being debarred. Nor were any allowed to make it who did not belong to the guild of pewterers.

The marks which you will find on almost all pieces of pewter are known as touch marks, and they were registered at the guildhall of the company. The rose and crown is the mark most often on pewter, and people who find it on their specimens usually ascribe them to England. This may or may not be correct, for the mark is found on Dutch, German, French, Flemish and Scotch wares also.

Much London pewter has the X on it, denoting superior quality, and on French ware the word "blanc" sometimes appears, denoting the same thing, the presence of

lead in all cases being shown by the bluish tint of the pewter.

It is impossible to say how much lead a specimen contains without applying a chemical test. In passing a piece of pewter over a bit of white paper the presence of lead is shown by its leaving a dark mark; the greater the amount of lead, the darker the mark. Pewter which is 90 per cent tin and 10 per cent lead will leave no mark, and with less than 75 per cent of tin all pewter will leave a mark.

Pewter hollow ware was usually cast in molds made of gun metal, though, as these were costly, plaster of paris, sand or some cheap metal was also used. If possible, such articles as spoons, small salt cellars, porringers, tokens, bleeding dishes, etc., were cast in one piece.

Larger pieces, like tankards or big ewers, were cast in sections, the parts soldered together and then finished off; but it is almost always possible to detect the joint. Eared dishes, as porringers and bleeding dishes were called, were according to the rules of the company, to be cast in one piece, and members were fined for soldering on the ears afterward, and such dishes were considered inferior.

Look at your porringer and see how it is made. The highest class ware was marked on the bottom, inferior ware being marked on the face.

Plates properly made were first cast and then hammered, four or five rows of hammer marks showing on the under side. This gave then a good finish and added strength to the metal. This rule of casting first applied to small plates only, platters and chargers being made entirely by the hammer from rolled sheets of the metal, and in some cases the edges had extra stiffening to make them durable.

People will sometimes tell you that their heirlooms are of "silver pewter," but it is hardly likely that tin, of itself extremely brittle, should have silver added, since this metal would but enhance that quality. Sebaldus Ruprecht, a fourteenth century pewterer made himself and his wares famous, since he made them to resemble silver so closely. "Silvorum" was invented in 1652, but the pewterers would not allow any of their members to work with the inventor, and he and his invention faded from sight.

It was not till 1690 that makers were allowed to use the word "London" on their wares. Country pewterers had a bad fashion of putting on this word, particularly when their wares did not come up to the standard. Therefore, even if your cherished platter has "London" on it, it may not be of London make.

Townsend and Compton were famous London makers from about the middle of the eighteenth century. The Piggotts made from 1725 to 1770, and sent much ware here. Smith and Leapidge and the Spackmans were also large makers of first-class ware.

Dixon & Sons and the Vickers did not make pewter though the owners of many tea sets will declare they did. These two firms made white metal, which was also called Britannia ware.

There were many pewterers in this country, some of the best known being Kirby, Thomas Boardman, Boardman & Hart, or Boardman & Co. Some of the pieces of the last named firm bear the words "New York." They had a shop in Burling Slip until 1841, at which time they dropped the making of pewter and substituted Britannia ware. In fact, after this date, the trade of pewterers disappears from the New York directories.

Hamlin, New York, is another American mark; so are Reed & Barton, Robert Boyle, Francis Bassett, John Halden and James Laddell. Homans & Co. was a firm in Cincinnati, and Sellew was another maker in the same city. Graves and Henry Shrimpton were New England names, and there is much good American pewter which bears no mark at all.

The question of prices is always a difficult one to settle. Plates in good condition, 8, 9, 10 or 11 inches in diameter, should bring from $1.25 to $2.50 each. Large platters and chargers, from 12 to 16 inches in diameter, are worth from $3 to $6 each. When they measure 20 inches or more or are embellished with work of any kind they are worth considerably more.

It is unfortunate that much new pewter is being worked off as antique. There are quaint vessels for drinking, much like a tankard in form and of Scotch origin, reproduced as "tappit hens," which are being reproduced in large numbers and sent to this country. Porringers of inferior quality are also on sale, but the ears are soldered on, and the work on them is poor. Before buying such pieces it is best to know their history.

With regard to cleaning pewter there is much diversity of opinion. Foreign museums keep their pewter dull, and there is a certain pleasing quality in the soft gray of unburnished pewter.

For those who prefer it bright, the following method is recommended: Soak your pieces for a day or two, if has been dissolved, a bit of the size of a hickory nut to each quart of water being the proper proportion. When you take the pieces out rub them carefully with a cork dipped in oil and a little of the finest sand. Then polish with a chamois skin and whiting.

The sand is not recommended by the experts, but it is often used, and when once your pewter is well cleaned you can keep it bright by frequent applications of hot water and soap.

During the past year or two there has been a revival in pewter. It is being extensively used in country houses instead of silver, for, being of less value, it does not require storing when the family returns to the city and the house is closed. Some firms are reproducing the old patterns which were used nearly a hundred years ago, and hollow ware like tea seats, pitchers, tankards, ewers and mugs can be obtained.



"The cup that cheers."

Etiquette of the Outer Office.

THAT the busy merchant and man of affairs cannot hold himself at the command of every casual caller who may want to consume his time in the discussion of matters in which he has little or no interest, or for which he has no leisure, while employed in office work, it too obvious to need the support of argument.

He has probably learned from experience that if he sees everyone who asks for him and gives him or her all the time he or she may desire, he could do little else. He also knows that an uncertain proportion of those who ask for him by name don't really want to see him at all, but could much better transact their business with someone else.

These considerations render indispensable the anteroom or outer office, in charge of someone whose principal duty it is to meet visitors, learn what he can of their business, steer them elsewhere if that is the proper thing to do, take in cards to his employer and bring back such message as is given him.

The merchant or man of business who interposes such a barrier between visitors and himself should not lose sight of the fact that the management of his outer office is one of the most important subordinate functions in his organization. To discharge its duties wisely calls for personal dignity without stiffness or formality, quickness of perception, a thorough knowledge of human nature and a high order of discretion.

In his employer's interest the man in charge cannot afford to make any mistakes. Very important people with very important errands may easily be mistaken for people who have only their own business in hand and to whom no time can be given. Such mistakes cannot always be avoided. They should be few and infrequent.

Whom a busy merchant should see and to whom he should excuse himself are for him to determine. Our only suggestion at the moment is that when he intrusts to a clerk the duty of sifting his visitors, he should be quite sure that he is well represented and that the clerk neither alienates friends nor loses business by the way in which this duty is performed.

An incident which lately happened under the notice of the writer will perhaps illustrate his meaning more clearly and more briefly than it could be done in any other way. A gentleman of much consequence in business and finance called upon a merchant during business hours on an errand important to both. He is not a man of impressive presence, dresses very simply and with little regard to fashion plates, and is very quick in manner. However, he can write his check in six, seven, or eight figures, is identified with interests of material importance, and never wastes his own time or that of others.

Entering the outer office of the merchant he had called to see, he was met by a dapper young cub, between an office boy and a clerk, who looked him over in a supercilious way and asked his business.

"Is Mr. —— in?"

The question was a proper one and called for a specific answer. If the gentleman asked for was in, negotiations to see him might begin. If he was not in, the visitor might go away or see someone else. But it was not the habit of this interesting young man to answer the questions of people he did not know. Instead of replying yes or no, he said;

"Do you want to see him personally?"

That is a very usual form in the circumstances, and it is quite probable that few of those who use it realize that it is almost as offensive a formula as can be employed. One who asks for a person by name usually wants to see the person asked for. It is a fool question to ask if he "wants to see him personally." In this instance the visitor replied:

"Young man, if I had not wanted to see Mr. —— I should not have asked for him. Now, suppose you tell me if he is in."

The custodian of the outer office was not used to being talked to in that way. His dignity was ruffled. Again he evaded the question. "What is your name?"

"I do not see that my name is of consequence to you if the gentleman I wish to see is not in."

The young man shuffled off in high dudgeon. He had encountered the unusual and unexpected. He tossed the papers about on his desk, looked at his watch, and presently passed into an inner office for a minute or two. He was uneasy, but had no idea of surrendering. When he returned he said:

"Mr. —— is in, but he is busy."

"So am I," replied the visitor. "Now, young man,

take my card in to Mr. —— and say that I desire to see him. If he does not care to see me, you may bring me word to that effect.

The cub took the card and proceeded to study it. The name was unfamiliar and did not particularly impress

"What is your business with Mr. ——?"

"Nothing you could understand or concerning which I care to talk to clerks."

"Mr. —— does not see visitors who do not state their business with him."

"Did he tell you to say that to me?"

"Yes."

The basis of truth in this statement was that he had



A PORTION OF THE DOHRMANN COMMERCIAL CO.'S OFFICE, SAN FRANCISCO.

general instructions to learn, if possible, the errands of unknown strangers seeking interviews. The truth was that he was a fool.

The unsatisfactory negotiation had consumed several minutes, during which time the visitor had been cooling his heels in the ante-room. His patience was exhausted.

So he said:

"Young man, at your convenience and whenever he is quite at leisure, you may give my card to Mr. —— and say that the reason I did not see him was because I did not state my business to you. Say further, that I regret not seeing him, as the matter was important and I leave town this evening.

With that he left the place annoyed, disgusted and with a resolution that any further business with that man would be done in his own office in Chicago.

The Cerberus of the outer office was a bit perplexed. At all events, to take the card to his employer and deliver the message might be more dangerous than not to do so. The latter plan worked very well until shortly before the close of the business day, when a sharp ring from the bell of his employer's office summoned him. The merchant had expected the call and had waited for it all day, missing lunch.

"Has anyone called to-day whom I have not seen?"

"Yes, sir; there was one man who would not state his business. I can't remember his name."

"What sort of a man was he?"

The lad described him as well as he could.

"Did he leave a card?"

"Yes, sir."

"Where is it?"

"On my desk, I think."

"Go for it."

The card was found and produced. What followed may be left to the imagination. The net result was that the young man who had fancied himself a confidential secretary was relegated to the packing room, certainly less consequential and perhaps wiser.

He had made an unpardonable mistake, but the fault was less his than that of his employer, who had not properly trained him in the art of receiving those who call. —*Dry Goods Economist.*





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A Visit to Belleek.

THE next station was Belleek, my Mecca, and here I alighted. A stalwart young man at once stepped up and touched his hat. "Hotel, sir?" he inquired.

A glance around had shown me that the famous pottery town was contained in one street, and the idea of a hotel in a place of that size rather amused me, so I asked: "What is the name of your hotel?"

"Cleary's, sir, the best in town!"

"Is it near the pottery?"

"Och, sure, it's only a few steps; and Mister Cleary's brother, sir, is the manager of the pottery."

This was sufficient inducement for me to surrender my suit case.

Cleary's Hotel is a two-story structure situated at the end of the single street of little thatched houses which constitutes the village of Belleek. Its walls, of stone, were thick enough to resist the attack of an army, but everything about the place was scrupulously neat and clean.

A walk of perhaps two hundred feet brought me to the pottery, a large stone building. Before entering, however, I paused to look at the beautiful scenery that lay around in all directions. In front of the door coursed that lovely stream, the Erne, splashing over miniature cascades and rapids, and revealing in its liquid depths myriads of brilliant-hued stones and pebbles, glittering like gems in a crystal casket. A fine old stone bridge, with massive piers and abutments, spanned the river here. On a lofty hill opposite, rising in picturesque majesty against the sky, was the ruin of an old fort, whose frowning walls now served the neighboring farmers as an enclosure for their cattle. To the left of the hill stands a model creamery, on the road to which was a procession of donkey carts bringing the milk from the farms and waiting to take home the allowance of skimmed milk which the creamery allows them for the feeding of the calves. A little farther down the stream is the fish hatchery, where salmon and trout are raised in countless numbers to stock the Irish rivers. It was a spot of rare beauty.

I suddenly remembered that I had business with the pottery, not with the charming Erne, so with a sigh of resignation I turned away and entered the fortress-like gate of the old establishment. The reception with which I met was truly Irish in its warmth and cordiality. Mr. Clark, the secretary of the company is one of those happy beings who can make an utter stranger feel like a life-long friend in about three minutes. On learning, that I was from America and wanted to know all about Belleek pottery ware, he hastened to introduce me to Mr. Cleary, the general superintendent.

The first place visited was the stock room, presided over by Mrs. Montgomery, a rosy-cheeked, bright-faced lady who has spent most of her life in the stock rooms of this pottery and knows every piece that has been turned out by the establishment for years. Here was an aray of Belleek ware that was dazzling. There was very little for sale, however; all had been purchased or made to order. A breakfast set for an Italian cardinal, and bearing his coat of arms, lay beside a delicate tea set, thin as an egg shell, made for the royal family. The latter was so fragile that I almost gasped when I saw Mr. Cleary take it up in his powerful hand with apparent carelessness. It was not as delicate as it looked, he assured me, but I did not risk too close an examination. Vases, decorated with the dainty flowers and leaves, as varied in their shapes as in their decorations, tea sets, center pieces, fruit baskets, and hundreds of other bits of the precious ware, were ranged along the shelves of the place and on the tables. Everything had the wonderful luster for which Belleek is noted, and the place seemed inlaid with mother-of-pearl.

There are many grades of pottery ware made in Belleek. The commonest household utensils and the artistic porcelain share the same kilns. It is the latter grade, however, with which we are most familiar, and a brief description of its mode of manufacture may be of interest.

The process in the main does not differ much from the methods used in the manufacture of porcelain in other countries. Several kinds of fine china clay are mixed with pulverised calcined feldspar. A soluble gum is mixed with the material intended for the making of the thinner and highly-decorated pieces, to toughen them and allow them to be handled more freely. For the formation of many articles the potter's lathe is

used, the lump of clay revolving on a small table where it is moulded into shape by the workman's hands or tools.

The delicate cups, vases and similar pieces are made by pouring clay in a liquid state into plaster of paris moulds. The plaster absorbs the water from the clay next to it, and when the surplus liquid is poured off there remains a deposit of thick material around the sides of the mould. The longer the liquid is allowed to remain in the plaster the thicker will be the deposit, so that a few seconds almost suce for the making of one of the famous egg-shell china cups. A short time is allowed for the absorption of the excess of water from the piece by the plaster, and it is then taken from the mould and passed on to the potter, who adds the handle or the ornamentation of roses, shamrocks and other flowers. When sufficiently dry, it is taken to the kiln, where it is carefully packed with kindred pieces in coarse earthenware vessels, called saggers, which are piled one on top of the other to a height of fully twenty feet. Each pile of saggers is called a bung, and there are forty or fifty bungs to the charge of a kiln, the bungs being arranged so that there will be spaces between them to allow the heat to circulate freely around the saggers. The baking or firing requires great attention. It usually lasts from forty to forty-two hours. The fire is then allowed to go out and the kiln to cool very gradually. The latter is then opened and the saggers removed.

Glazing is the next step. The biscuit ware, as the porcelain is called at this stage is dipped by workmen into tubs containing a thick white fluid and then placed on a rack to dry. This dipping is also a work which requires much care. Uniformity in coating is required, and large drops or accumulations on one part more than another must be prevented. The porous biscuit more rapidly absorbs the moisture and the thin film of glaze on the articles dries up. They are again placed in saggers and carried to the kilns, where they undergo another firing, which melts the glaze and converts it into a species of glass all over the surface. It is the glaze of the Belleek which has been its chief characteristic and which many potteries have vainly endeavored to imitate. Some of our American potteries attempted to duplicate the Belleek ware. They were successful in the designs, but the glaze baffled them. Little or no American Belleek is made at present.

Next in order comes the tinting and decorating in colors. At Belleek this work is in the hands of about twenty young men and women, who sit at long tables in a large, well-lighted room, deftly applying the colors with their brushes. As we entered, the lassies took a shy glance at us, and I could not help thinking that some of them would have made excellent subjects for the decoration of their own ware. Prettier girls I did not see during my stay in Ireland. While we were in the art room, the bell on the village church pealed out the Angelus, and every man and girl in the place dropped the brush to make the sign of the cross and say a prayer. Having just come from Presbyterian Londonderry, the sight startled me. Mr. Cleary instantly said: "We are all Catholics here. In fact, every man and woman in the pottery, about one hundred and fifty in all, is a Catholic. All of our board of directors, with two exceptions, are Catholics. These two are splendid men, broad-minded, liberal Protestants, thoroughly unprejudiced on the religious question. Cardinal Logue is one of our stockholders, as are a number of the Irish bishops and priests. Another fact may interest you. With two exceptions all of our workers were born in Belleek or the immediate neighborhood. The two of whom I speak came here when quite young and belong as much to us as the others do." Mr. Cleary is not of Belleek, himself. He is considerable of a cosmopolitan, having traveled for a number of years, three of which he spent in the United States, and he is quite familiar with most of our large cities. He is quite in love with Belleek, however, and prefers his quiet home on the banks of the silvery Erne to a roost in one of the barrack-like flats above the sun-scorched pavements of New York.

The decorated porcelain is again baked in the kiln to fix the colors, and the process is completed. It then goes to the stockroom for the inspection of buyers from mercantile houses all over the world. It must be added that the stock on hand is never very large, as the output of the pottery is hardly equal to the demand. Orders must be placed months ahead to secure any large quantity of porcelain.

The question often arises, what makes Belleek ware so costly? The plainer pieces—that is, those not ornamented with flowers or figures—are not dearer than any other good porcelain. All the wonderful flowers and tints on this Irish ware are done by hand. I watched a workman build up a rose on the side of a vase. Every petal was made from a separate lump of clay, with a steel tool, and then fastened in its place with liquid clay. Leaves and other ornaments were fashioned in the same tedious way, a workman sometimes taking days, and even weeks, to complete an elaborate piece. This is one reason that ornamented Belleek ware is dear. Then the breakage is considerable, and, naturally, must be paid for by the consumer. A fine piece cracked beyond repair in the firing is a serious loss, and there are many such accidents. Much is broken in the handling. When the American importer pays the consul fees, freight, customs duties and brokerage, in addition to counting his loss by breakage in transit, he finds the cost of each piece is about double that which he paid for it at the pottery, where he has already paid his percentage on their accidents. These are the reasons why a consumer must pay a good price for Belleek ware, if he wants a very ornate piece.

As I wended my way to the depot in the afternoon, I felt that my visit to Belleek was worth the journey from America and so I expressed myself to the "boy" who carried my baggage from Cleary's hotel to the train.

Artist-Decorators in American Potteries.

Some of the men who have brought our production to its present standard.



1. I. Bentley Pope—Pope-Gosser China Co.
2. Geo. Heisler—Warwick China Co.
3. Jos. F. Lenox—Thos. Maddock's Sons Co.
4. John Lessell—Sebring Pottery Co.
5. John M. Pope—Mercer Pottery Co.
6. C. T. Sutphin—International Pottery Co.
7. Wm. G. Paine—Sevres China Co.
8. Ernest Hundley—French China Co.
9. H. J. Wain—Wheeling Potteries Co.



1. J. W. Wigley—Trenton Potteries Co.
2. Jesse Dean, Trenton, N. J.
3. Wm. H. Clayton—Lenox, Inc.
4. H. G. Aitkin—Onondaga Pottery Co.
5. Arthur Poole—Cook Pottery Co.
6. Edward Tatler—Tatler Decorating Co.
7. Percy Frost—Knowles, Taylor & Knowles Co.
8. Joshua Poole, East Liverpool.
9. Robert Helmich—Buffalo Pottery Co.



"It's a pity, sir, that you're not staying longer. We could give ye a nice mess of throut for supper."

"Do you ever get salmon here?" I asked.

The boy shook his head. "It's against the law to catch salmon, sir," was his reply.

"But, suppose," I persisted, "that you caught a nice young salmon on your hook; would you throw it into the water again?"

The boy gave me an arch look and naively answered: "Och, sure, some people don't know the difference between throut and salmon when they see them."—Myles J. Murphy, in Donahoe's Magazine.

Thermo-Pyrometry.

IT has been truly said that "in pottery the use of fire is an art." Heat is admittedly the success of all power; every chemical action is attended with more or less; it is the essential element of all metallurgical processes. Yet there is nothing pertaining to the arts and sciences, the mechanical and industrial arts, or to the preservation of life, that is handled with more carelessness and disregard of scientific principles than the development and utilization oI artificial heat.

For want of a better method, the operation and regulation of the temperatures of melting, heating and annealing furnaces, pottery and brick kilns, enameling furnaces, glazing ovens, glass annealing and decorating lehrs, and a vast number of heat employing devices, are dependent entirely upon the skill and judgment of the operatives—often men below the average of intelligence, liable to err because of the fallibility of human judgment, and in many cases careless and incompetent. The result is a constant source of annoyance and loss, too large a percentage of damage or imperfection of the product, loss of time and waste of fuel.

A pyrometer which claims to fulfil all the requirements of a scientifically accurate instrument for measuring temperatures up to 3000° Fahrenheit has just been brought out by the H. L Dixon Co., Pittsburgh. It employs the well-known principle of thermo-pyrometry, which consists of exposing the junction of two metals, platinum and platinum-iridium, to the action of heat and recording the resultant galvanic current by means of a galvanometer that is delicately adjusted to indicate the voltage on a properly graduated scale, the voltage of the current being in proportion to the temperature. The thermo-couples are carefully insulated, and for temperatures under 1600° Fahrenheit are protected from injurious effect of direct contact with heat of the furnace and products of combustion by M. Tungsten steel tubes; the couples for higher temperatures being protected by porcelain or refractory clay tubes. The installation of the system depends somewhat upon the requirements. The thermo-couples are inserted through the walls or arches of the furnace,



lehr or oven, at a point where it is most desirable and advantageous to determine the temperature. A number of couples may be employed at different positions on the furnace or lehr, or on different furnaces,

and all may be connected by No. 16 gauge waterproof wire, by use of a switchboard, with the pyrometer galvanometer located at some convenient and central point for observation. The temperature of any station may be read by throwing the switch on the station desired, or by the same means all of the



"L'AMORE."

MARBLE STATUE
AT
F. BING & CO.'S SUCCESSORS.

stations may be read in rotation at regular intervals and a record made of each.

The great value of the instrument is in detecting and enabling the prevention of variations in temperature. Variations of hundreds of degrees cannot be detected by the naked eye, and yet may be fatal and disastrous as far as results are concerned. The exact temperature attained is immaterial in many cases; but the comparative temperature is of the most importance. For this reason the instrument may be used to advantage for temperatures in excess of 3000° Fahrenheit. The high temperature thermo-couple may be inserted in an aperture in the wall of a furnace in such a way as to protect the couple from the direct heat of the furnace, in which case the reading of the pyrometer- galvanometer might be 2000° Fahrenheit, while the absolute temperature within the furnace might be upwards of 3500°. Nevertheless, a few tests would determine the reading which produced the best results, and variations above or below that reading could be quickly determined as readily as though the absolute temperature was shown. The accuracy of the instrument is remarkable, giving the absolute temperature within one per cent. Automatic recording attachments are provided, by means of which the temperature is recorded on a strip of paper, furnishing an absolute record for every minute of the twenty-four hours of each day An ideal method of installation is one in which the various furnaces, lehrs ovens or kilns of each department of a works are connected with a pyrometer-galvanometer located where it is convenient for the use of the man in actual charge of their operation—in the office of the company's president or manager, for instance—occupying little room and being highly ornamental, to which all of the various stations in all of the departments are connected, each suitably numbered and provided with a chart showing the temperature desired for each, enabling the official in the office to read and compare at his pleasure the temperature of any or all of the stations, without the knowledge of the man in charge of the department or interference with him or his instrument in any way.

Compare this with the usual method. The operator does not get the result expected, and reasons from that that something is wrong. He tries more fire, less fire; more air, less air; more draught, less draught. The cause of the trouble may have disappeared before he discovered that something was wrong. However, the report goes into the office: "Bad melts," or "Bad heat to day." Pots broke; shops off." "Unusual breakage; may be due to the way the wind blew." "Glaze melted." "Biscuit spoiled; kiln too hot."

While improved methods in furnace construction are now being employed, their control, regulation and operation still depend largely upon the unguided judgment of the men in charge. When the quantity, quality and value of the product is dependent upon the employment and regulation of so powerful an agent as fire, the value of a scientifically and mechanically accurate means of determining temperatures, as compared with the best judgment of skilled operatives, is plainly apparent. The instrument is said to fully meet requirements, being absolutely correct and constant in its operation, durable, though delicate in construction, as well as inexpensive.

The Trenton Potteries Company

Operating Fifty-Four Kilns

Manufacturing a first-class line of

Jardinieres
Toilet Sets
Umbrella Stands

"IDEAL" PORCELAIN WARE

Bathtubs
Lavatories
Sinks
Specialties

BONE CHINA

BATHROOM SPECIALTIES

"IMPERVIO" VITREOUS CHINA

Lavatories
Closets
Basins
Urinals, etc.

Trenton, New Jersey, U. S. A.

The Old

RELIABLE

Rochester Tumbler Works,

Rochester, Pa.

KAISERIN MARIA THERESIA

Carlsbad China Dinnerware.

IMPORT . . . . STOCK

Exclusive and Controlled Patterns.



OUR Kaiserin Maria Theresia Carlsbad China lines have created a sensation in 1906. The originality of our decorations has taken the trade by storm. No dealer or buyer in high-grade Carlsbad China can afford to visit New York without seeing our

KAISERIN MARIA THERESIA CARLSBAD CHINA.

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BEST COMPLIMENTS OF THE SEASON!

Our Salutation

is for a

Merry Christmas!
Happy New Year!

and a profitable and prosperous year
throughout

1907.

OUR contribution toward profit and prosperity will be to maintain the superior excellence of

Pouyat China,

and to keep it before the public for your benefit.

Paroutaud & Watson,

Sole Agents in America,

37-39 Murray Street, New York.

The Sand Blast.

Its Many and Varied Uses. All Sorts of Designs Possible. Ingenious Manner of Decorating Lamp Globes.

THE sand blast was invented by Mr. Benjamin Chew Tilghman in 1870, and, stated briefly, consists of a stream of sand or other abrasive powder, usually dry, but sometimes mixed with water, projected with more or less force and velocity to strike and abrade the surfaces of glass, stone, metal and other materials upon which it is directed.

It has been frequently pointed out that, in this invention, Mr. Tilghman has really borrowed or adopted from nature itself, inasmuch as he has intensified and put to use a natural force, of which the effects are always apparent under favoring conditions; that is to say, wherever we find large deposits of loose sand exposed to prevalent winds, by which the sand is caught up and blown against any hard substance, such, for example, as the glass in a window, which soon becomes depolished and obscured by the contact of the sand; or stone, the surface of which, with time, is sensibly roughened and sometimes scored in a manner quite distinct from ordinary weathering.

The abrasives used in the process include ordinary inland silicious sand, sharp builders' sand, powdered glass; emery, from fine to coarse, chilled iron-sand and steel shot; and the streams of these powders are forcibly projected through variously formed nozzles by means of steam, by currents induced by exhaust air, by blasts of air. Sand from its plentiousness and general suitability, is mostly employed; that used in London comes from Reigate, and, when freed of pebbles and impurities, is again sifted into several sizes for different classes of work.

Grains of sand have numerous angles, and the action of these grains—as also that of the other abrasives mentioned—upon the surfaces of glass, stone or metal, is due to the circumstance that every individual grain in the incessant, infinite number in the stream urged violently forward has all its energy instantly arrested, transferred and concentrated upon its point of impact, where it produces a minute pit or depression; and, as every grain in the shower acts alike, the abrasion resulting from the whole is perfectly uniform in depth and texture or roughness.

The action, moreover, is extremely rapid; momentary application depolishes glass over any space that can be covered by one stroke of the sand shower, instantly changing the previously bright surface to obscured or that known as ground glass. A little longer exposure cuts more deeply, and, with further time, apertures are readily pierced through sheet and plate glass.

Stone, marble, slate and granite are just as amenable to its action. Iron, steel and other metals have their surfaces easily reduced, and smoothly or coarsely granulated according to the force and abrasive power used; but all these materials being less brittle than glass, take a rather longer time. Speaking generally, it appears that the harder or more dense the material acted upon, and the higher the velocity given to the sand, the more rapid the cutting action; and the finer the abrasion, and the lower the pressure of the air or steam, the finer the granulation produced. It is also remarkable, that it is by no means necessary that the abrasive be harder than the material to which it is applied, thus hardened steel and corundum are readily pierced with sand.

This granulating, scaling, incising and piercing, however, is but one-half the process, for if the object be partly covered and protectd by some slightly yielding but tough substance, adhesive or in the form of a metal template lying closely upon it, this interposed substance instantly diffuses the shock of the particles and neutralizes their abrasive power. The action of the sand blast is thus confined to the unprotected portions of the surface, and these overlays and templates are used on glass, stone, slate, pottery and metal for surface ornamentation, for deeper intaglio and perforations.

All results from the sand blast arise from the cumulative action of the immense number of grains of the

abrasive powder striking the surface, but the impact of every individual grain does but an infinitesimal portion of the work. hence, as unusual as important, the very rapid erosion is really most gentle in character, with total absence of risk of damage to the material, however fragile, as, for example, the splaying or chipping of edges met with in carving stone by hand.

The sand blast is in constant use for obscuring or producing a uniform granulation, known as ground glass, on sheet glass, lamp globes, the bulbs for incandescent lights and the like; for the decoration of sheet or objects in glass with ornamental designs, in which the pattern or the field may be left bright and transparent, of which there are numerous varieties, one being on glass of two or more thicknesses of different colors, to leave the design of one color on a field of another; for the decoration of glass tableware and the labelling of measures, chemists' and other bottles.

The protecting overlays used in glass decoration are made of a quick-drying, visced mixture of glue, dexterine, glycerine, and any powder coloring matter to give body; they readily wash off in warm water after use. Sometimes they are painted on by hand; for many repetitions they are printed from wood-block patterns on paper, then laid on the glass, and the composition transferred by rubbing, or it is applied through thick tinfoil stencil plates with a palette knife. For figures and original designs, the glass is entirely covered with a sheet of paper dipped in the mixture, through which, when dry, the design is cut out with a pointed knife; sometimes numerous morsels of the prepared paper are separately attached to the glass.

Large sheets of glazing glass, covered with their overlays, are frosted as to the ground or pattern, while gently traveling upon two long, wide, horizontal surfaces or tables placed end to end with a small interval between them; by means of a narrow, uniform stream of fine dry sand extending the entire length of this interval, impelled upward by exhaust air at about one pound pressure to strike the constantly moving glass. This very long, narrow jet issues from between two iron plates, a quarter of an inch distant at their upper edges, or mouth, but more separated and also open below, beneath which the sand, supplied from a long, horizontal, hollow plate-screw of two-inch pitch, falls from a slit in its case to a trough, and is caught and carried up by the exhaust air. After striking the glass, the sand falls back into a chamber separated from that below but connected with the exhaust, by which latter it is carried through large pipes to a drum or sand chamber above. In this, after passing through four double cylinders placed radially in the head of the drum of the same character and for the same sifting of the sand; the sand, cleansed from the dust, falls to the bottom to pass to the screw for reuse. Two spindles carrying a number of small India rubber-tired wheels, one to either side of the interval between the tables, the one driving the other by gearing, hold down and traverse the glass. Machines with tables five feet wide will obscure sheet glass at the rate of about 300 square feet per hour.

A beautiful transluscent variety, known as chipped or crystalline glazing glass, covered with gray filaments and fern and feathery markings on an ice-like ground is also remarkable for the peculiarities of its manufacture. The surface first uniformly frosted with the sand blast, is then covered with a coating of strong glue, and when this has set, the sheets are placed in horizontal racks in a room heated to 160 degrees. In the course of ten or twelve hours, the hardening glue audibly cracks and springs off in patches, bringing away thin flakes of the glass with it. The fern-like markings are a regular portion of the original sand blasted surface which remains on these flat conchoidal fractures.

This simple process was discovered by an accident, and put to use by Mr. Corsan, an English architect. Beyond the curious facts that glue, under such conditions, will tear flakes from glass, the explanation appears to be that the hardening glue gradually blisters, and these blisters, as they detach tear off more of the glass by their margins than towards their central portions, which latter leaves the fern-like markings. By the employment of the ordinary overlays prior to frosting and gluing, the crystalline effect is sharply localized and confined to any portion of a design.

Lamp globes and spherical objects are plain or pattern-frosted all over their superficies in an ingenious manner. The drum of the machine—about as high as its diameter—has a hinged cover, and moves round on a central vertical pivot. Diametrically within the drum is a spindle, or rather the two ends of the spindle, its central portion removed and replaced by corresponding rods, with spring means of holding, which carry the glass globes. The globe when in its place is exactly in the center of the drum, and the tube of a sand blast presented horizontally, points precisely to the center of the globe. During the frosting the spindle is continuously turned, and the drum itself is moved around on its pivot through about a half circle, both automatically; the central line of the spreading sand shower—its most active part—must always point to the axis of a globe, which secures absolute uniformity in the texture of the frosting. Dry sand and air, at about one pound pressure, are used for ordinary work, and very fine sand, with steam at about twenty pounds pressure, for the best class of this work. The globes are replaced with expedition, and from sixty to one hundred may be completed in an hour.—*National Glass Budget.*







Surroundings

of the

Newell Pottery.

THE STORY OF NIPUR POTTERY.

EXHIBITED in the museum of the University of Pennsylvania and in fewer numbers in the Imperial Museum in Constantinople, Italy, are specimens of a remarkable type of pottery exhumed from the ruins of Nippur, India. The first pieces were dug up in 1847, when Sir Austen Henry Layard visited Nippur for that purpose In 1889-91 an American expedition under Dr. John P. Peters excavated there, and many others were found. These excavations were resumed in 1893 by Prof. Heilprin, of the University of Pennsylvania, and resulted in valuable discoveries. Although potted and colored in an age of which there is no history, the specimens betray wonderful skill in modeling and an equally remarkable knowledge of the firing and blending of colors.



Replicas
of
Nipur Pottery
By the
Cook Pottery Co.

The city of Nipur, or Nippur in ancient geography, was located on Shatt-en-Nil, just south of Babylon and midway between that place and Erech. Modern geography describes it as Niffer. The city of Nippur existed in the earliest Babylonian period, when Sargon

was king. An inscription of Nabonidus, the last king of the Babylonian Empire (555-538 B. C), which was recently found, speaks of Sargon's son, Narom Sin, as having ruled 3,200 years before. The antiquity of the pottery excavated there is consequently largely a matter of speculation. But that it is of very great age there can be no doubt.

A gentleman connected with the Cook Pottery Co., Trenton, N J., was attracted one day by this Nippur ware during a visit to the University of Pennsylvania. He concluded to have his firm reproduce it, if possible, and the result may be observed in the illustrations that adorn the preceding page. The ware is styled Nipur by the Trenton firm, and consists of true replicas of the India specimens. The Trenton concern has faithfully depicted the effect of long burial in the earth, and the mineral action on the surface resulting from this interment, by imparting to the ware tinges of yellow, green, red, and a charming iridescence which gives impressions of copper and verdigris.

SOMETHING IN A NAME, AFTER ALL.

IN a room filled with long tables of glittering china on the top floor of the New Howard House in Baltimore sat S. P. Arnold, road representative of dw. Butler, reckoning up his week's expenses and comfortably smoking a huge after-dinner cigar, when the door flew suddenly open, and a smiling, round-faced fellow entered.

"Well, well ! The real George C. at last ! George, I'm delighted to"———

"You old road pirate, with the cheapest line of goods at the highest prices on the road," interrupted the real George C., in complimentary tones, "I hoped I'd never see you again, after that last visit of yours; yet here you are again, still alive, and noisier than ever. How are you?" and they shook hands and greeted each other like a pair of long-lost brothers.

"Let me look at you," said the New Yorker, as he stood off a bit and gazed the other over. "Ye-es, there's a lit-tle resemblance," he said, slowly, as he carefully scrutinized his friend.

"Say, what's the matter with you, anyway?" broke in George. "You look as though you were getting ready to take my measurements for the Bertillion bureau. Don't you like my looks?" and he made a menacing gesture toward the "road pirate."

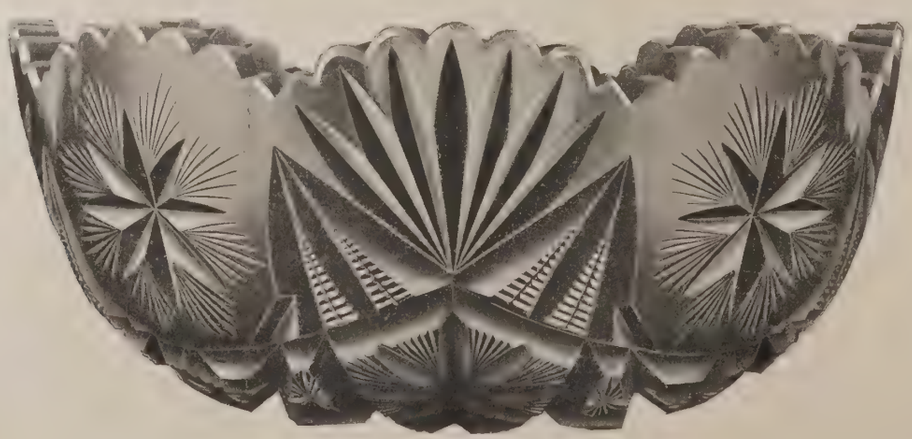
"Stand still a minute—there, that way."

"I'll break your china and your head if you don't regain your sanity and tell me what ails you or what you find lacking in me ! Do you"———

"Calm yourself, my friend, and I'll tell you how it happened. It was out in Columbus," and he stopped to light his cigar.

"Out in Columbus, yes," said the visitor, beginning to show active signs of interest.

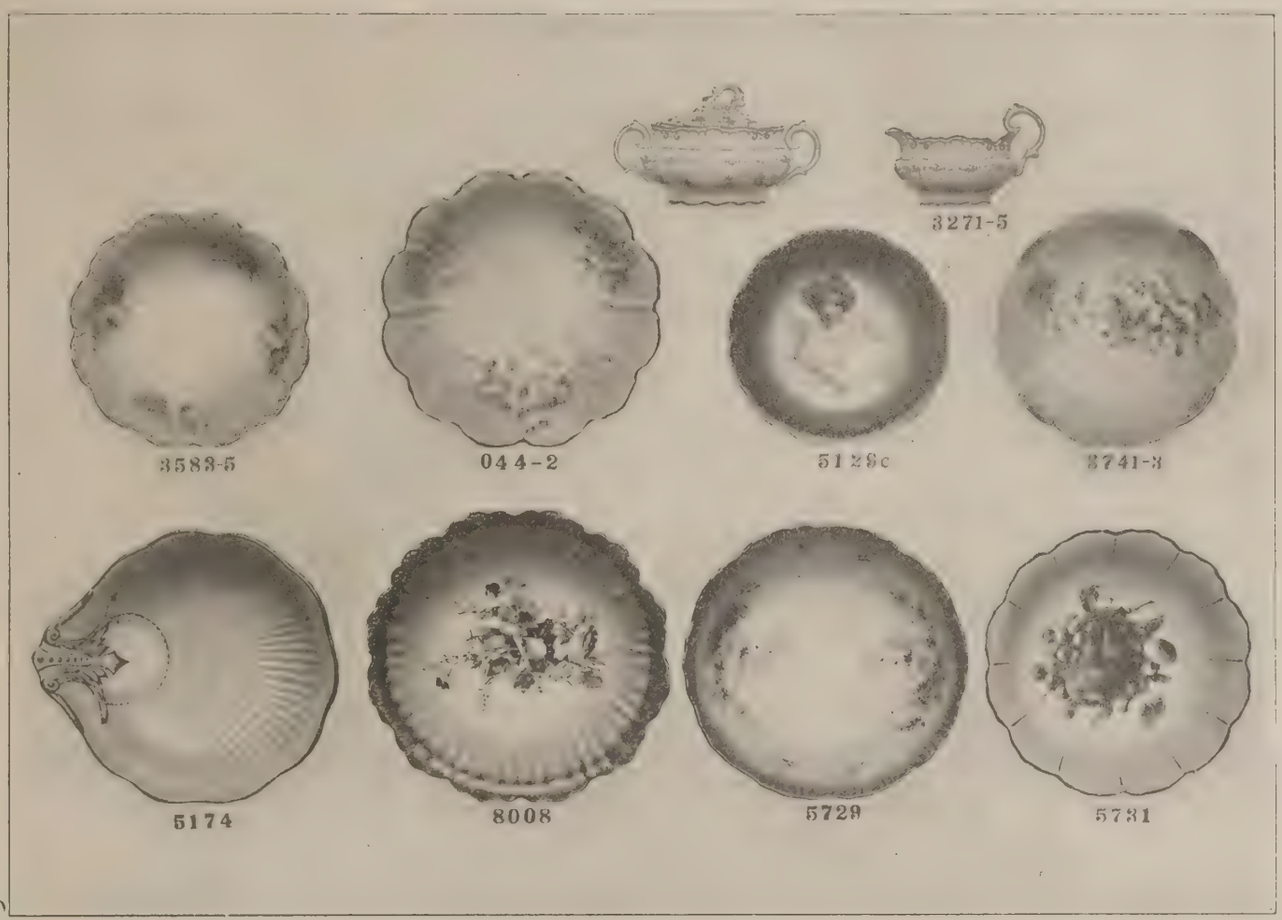
"I stopped in one of the hotels over night just a short time ago. As I finished registering I noticed the name of George C. Tonolla of Baltimore on the book. 'Is that man staying at this house?' I asked the clerk. 'He is,' said the man behind the desk. 'Then 'phone up and tell him I'm here, too,' and the clerk took down the receiver and did so. Pretty soon he came over to where I stood and said: 'He says he doesn't know who the devil S. P. Arnold is, but he wants you to come up to 32;' so up I went, prepared to knock you in the head for showing such an unforgivable unwillingness to recognize one of those who have always set for you an example of good behavior and sobriety. What are you smiling at? Well, I kicked the door open, and was ready to kick you when there appeared a smooth-shaven stranger, utterly unknown to me and I to him. I turned out some kind of apology, and was about to go, when he piped up: 'Maybe you took me for my father. He is George C. Tonolla, Sr,' and right away we embraced. I want to tell you right here, George," concluded the other, as he stepped across the room and pressed the button, "that son of yours is a chip off the old block, only he's better looking than you and a whole lot politer. What are we going to have?" for the door had opened and a waiting black stood on the threshold.



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The National China Co.

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FANCY NAPPIES and SALADS.

NO fancy prices, but good values at popular prices ranging from ninety cents per dozen to four dollars Those interested, please write us.

New Dinner Service called the "Western Gem" ready January 1st, 1907. Something a little newer and better shape than anything on the market. Write for new catalogue.

REMEMBER—(better paste this on your desk)—when you are looking for fancy, popular-priced Novelties, Souvenir or Premium Goods, write

The NATIONAL CHINA CO., East Liverpool, O.



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IN 1907.

WE beg to announce to the trade the opening of our New Art Department in addition to our well-known lines of French, Austrian and German China, Bric-a-Brac, Vases and Beer Steins.

Thanking the trade for a continuance of their patronage, and with Compliments of the Season,

Very truly yours,

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desire to extend to you the Compliments of the Season, and to invite you to call at the above address, where an unusually attractive show of samples are ready for your inspection

. . . From . . .

A. J. Wilkinson's, Ltd.

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Upper Hanley Pottery Co.

J. H. Weatherby & Sons.

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—Also—

Royal Coleston China.

The attention of the trade is called to the revival of

The Old British Delft Ware.

As Manufactured in 1747.

INTERESTING TO CONNOISSEURS.

Quaint shapes, original decorations, exactly reproduced.

Complete line of samples to be shown in January.

SIXTY-FOUR YEARS IN THE BUSINESS.

THE crockery business conducted by William Rowland in New Brunswick, N. J., was established by Jonathan Hutchings in 1812. In 1820 his son James was given an interest, the firm name becoming Jonathan Hutchings & Son. The senior partner retired in 1824, when his son Haviland entered the firm, whose title now became J. & H. Hutchings, and so continued until 1851. Mr. Rowland went with the firm in 1842, when he was fourteen years old, at a salary of $30 a year and his board. The amount was doubled at the end of two years, however, and remained at that figure till 1849 This was the year of the California gold fever, and Mr Rowland sailed for the diggings. On reaching Sacramento, however, he relinquished the idea of going to the gold region, and decided to set up as a trader. In December, 1851, having been very successful, he returned, and with R. V Bailey as partner purchased the business of his old employers. This continued until 1856, when he took over Bailey's interest, since which time he has continued alone. Although over seventy-eight years of age, he is still vigorous and active.

Mr. Rowland has witnessed some notable changes in the last fifty-years. When he started in business there were no white ware potters in Trenton—only Rockingham and yellow ware were produced. At that time Haviland Bros. were at 47 John street, F. B. Williams was on lower Pearl street, and in the same neighborhood were Burgess, Dale & Goddard. Corliss & Haydock's auction room was near by. At that time the Boston & Sandwich Glass Co. occupied the floor now tenanted by the Bradley & Hubbard Mfg. Co,, and Ahrenfeldt & Co. were located on Liberty street, near Maiden Lane.



WILLIAM ROWLAND.

CAN'T HIT A GLASS BALL.

THE shooting gallery man at Coney Island was packing to go South for the winter.

"Do you see this glass ball?" he said.

It was a ball of hollow glass, an airy glass soap bubble, that had swung all summer at the end of a thread in the foreground of the clay pipes, bells and what not that had made up the gallery's targets.

"This glass ball," the man went on, "is my great money-maker. All summer long people tried to hit this ball—it was bigger and nearer than any other target—and everybody failed. Thousands of bullets were fired at it, thousands of nickels were spent on it; yet here it is, still untouched—my best breadwinner. All wise shooting gallery men have a glass ball like this. It makes such a tempting target; yet it is not hit. It is never hit because the air that precedes a gun charge is sufficient to blow the ball aside. You might fire forever and not hit it."

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada..... $2.00
All Foreign countries in the postal union 4.50
Single copies ..... .10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange.

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK. DEC. 20 1906

The price of single copies of this edition, ready for mailing, is twenty-five cents; postage twelve cents extra.

TO all our readers, a Merry Christmas ! And may the coming year be even more prosperous than this !

A BUSINESS PROPOSITION.

IN starting a business of any importance nowadays certain fixed changes have to be provided for. Among these is the cost of advertising. In all the successful houses an allowance for this is set aside as regularly as the rent money. It has become a business proposition not to be ignored, and must be treated from a business standpoint. Many firms, while admitting the necessity of investing in printer s ink, do it in such a perfunctory way and so grudgingly that they do not get the benefit the expense warrants. They seem to act on the principle that any old thing will do as long as their name and address appears in type. They advertise simply because others are doing it. They pay little or no attention to what they print, and naturally do not get the results which might be obtained from a different method of procedure. They do not treat the matter as a business proposition, but rather as an unnecessary expense that is somehow forced upon them.

Any man having a desirable article of merchandise at a fair price who will advertise it judiciously is bound to get a proper return. If, on the other hand, he has goods which people do not want, or if they do want them are prohibited from buying because of their excessive price, all the money in creation spent in advertising will do him but little good.

Given standard goods at fair prices, and a reputation may be quickly made by a wide publicity. A steady demand will then accrue as long as the quality and the fair prices are maintained. But it must not then be supposed that because the business is established the advertising can cease Competitors who have a worthy foe to combat will redouble their efforts the moment they see signs of a chance to get ahead.

Much money is wasted by advertising in poor mediums—circulars, calendars, and a lot of expensive things that look attractive, but bring no results. The medium in which advertising is to be done should be carefully considered. It should be one which reaches the people who buy, and buy in paying quantities.

Rent is a necessary expense of any firm, and is treated as a business proposition Advertising is equally necessary, and should be considered in the same manner.

PERSONAL.

DURING his trip to Mexico recently Ed. Butler had an unusual experience One of his customers in Mexico is a Spaniard who cannot speak English and has to employ an interpreter. He would examine the goods and ask the price in Spanish and Mr. Butler would give it in English, which would then be translated. During the transaction the buyer picked up a sample jug which chanced to have a crack in it.

"What's the price ?"

"$2.50 a dozen "

"How much if they are not cracked ?"

The interpreter, trying to keep a straight face, translated the question, and Mr. Butler jokingly answered:

"Oh, they cost more without the crack. The price will be $2.80."

As innocent as you please, the customer said: "I will take a crate of the sound ones."

Mr. Butler nearly fell off the chair.

Recent visitors in town were Frederick Carder, secretary of the Steuben Glass Works, and Samuel Hawkes, of T. G Hawkes & Co. They came here to discuss arrangements for 1907 with their New York representative, W. B. Weddle.

There's nothing antiquated about W. S. Creveling's methods of informing the trade of his approach. His most recent innovation along this line is in the form of a post-card bearing an illustration of a home-made "auto" driven by a representative of Erin's Isle. "You 'auto' see the value we are crowding into our



"To the New Year!"

lines this season, etc, etc," reads the card, followed by the statement that Mr. Creveling, with the Taylor, Smith & Taylor Co.'s line, will visit the recipient on a certain date.

⚜

Daniel Taylor, manager of the Pittsburgh Lamp, Brass and Glass Co.'s plant, was a New York caller last Thursday and Friday. He also visited the Philadelphia office of his concern on his return to the factory.

⚜

Wm. Hamilton is again greeting his friends at the Strobel & Wilken Co.'s headquarters after an absence of three weeks His trip, which was devoted almost wholly to the Western market, was one of the most profitable in his experience.

⚜

Chas E. Cardon, with J. H. Vernon, came home last week from a two months' tour on the Pacific Coast. He was unusually anxious to get home from this trip, as he left a two days' old baby when he started, and he wanted to become acquainted with it.

⚜

Alfred B. Evans, with Meakin & Ridgway, came home last week from his final trip for the year after one of the most prosperous seasons he has ever had. He made records from start to finish.

⚜

A. K. Ackerman, with the Strobel & Wilken Co., has finished a Middle Western campaign that kept him away from little old New York for about ten weeks.

⚜

Frank Lawrence, who travels in the West for the Fostoria Glass Co., lost an overcoat in a hotel at Sedalia, Mo. On reporting the loss to the proprietor he was requested to give two or three days' time before it was paid for. Two weeks elapsed, and receiving neither coat nor money he wrote the proprietor, stating that the garment had cost him $25, and he should expect a check by return mail. The check came, with a letter reading like this:

Dear Sir: Enclosed please find $25 for your coat. Inasmuch as this is the first time we ever lost a coat that was worth less than $50, we take great pleasure in sending you the check.

⚜

Col John W. Aymar, of Chicago, was in town this week for a short time. He came East with his wife and son to attend the funeral of Bishop Seymour, his stepfather.

⚜

Albert E. Snow, who leaves Chicago to become general manager of the Plume & Atwood Mfg. Co. in this city, has made many friends there who are sorry they cannot keep him. He has been wined and dined by the trade, and on the 15th a dinner in his honor was given by the Athletic Club. Al. has endeared himself to all the associations of which he is a member, among them the Chevalier Bayard Commandery, the Home lodge of the Masons, the Commercial Association, and the Athletic Club

⚜

Kenneth H. Bailey, son of John A. Bailey, of Doulton's, England, who has been associated with W. S. Pitcairn for the last two years, left on Friday night for Portland, Ore., where he goes to engage in business. Before his departure Mr. Pitcairn and the office force, together with one or two intimate friends, tendered Mr Bailey a dinner. In the short time he has been in New York the young man has succeeded in winning the esteem of all who know him. He is a chip of the old block in that respect, for no one is better liked by his associates than our friend Bailey of Doulton's.

⚜

W. A. Crocker has taken the agency of the Cristalleries Pantin, Pantin, France, and left on the Baltic on Wednesday to go to the factory to complete arrangements. On his return about the middle of January he will probably open an office down town.

⚜

W. B. Weddle, of W. B. Weddle & Son, this city, leaves next Saturday for Saranac Lake to spend a week with his son, W. H. Weddle. The latter has been away from business for several months because of declining health. It is understood that his condition has shown considerable improvement during the past couple of weeks.

⚜

Max Herbert leaves the employ of his brother, S. Herbert, the local cut glass representative, at the end of this year in order to establish himself as a manufacturers' agent. His sample room will be located on West Broadway, this city, but he is not at liberty to make known the lines that he will represent.

⚜

W. O. Baker is enjoying a deserved rest in New York after a lengthy tour of the South with Leffler, Thiele & Co.'s line of enameled ware.

⚜

Sydney B. Winn has engaged in a selling capacity with the Niagara Cut Glass Co. He was formerly in the telephone business.

⚜

H. B. Crawford, who was formerly manager of the Rochester Stamping Co.'s New York office, has assumed the management of Spaulding & Co's china, bronze and art metal departments in Chicago.

⚜

On the day of Chas Smith's recent retirement from the management of the O'Gorman Co's china department in Providence, R. I., he received an unexpected visit in his office from a committee representing the salespeople under his command. The spokesman explained how deeply regretful he and the other attaches felt because of Mr. Smith's departure, and

concluded by presenting him with a handsome gold watch On the back of the timepiece is a monogram and on the inside this inscription: "Presented to Chas Smith. A tribute from his friends at the O'Gorman Co." Mr. Smith has just been appointed buyer of china, housefurnishings, toys, etc., for the Brown, Thomson Co., of Hartford, Conn

Fred D. Farrell, who returned recently from abroad with Frank I. Blakeman, of Blakeman & Henderson. has since been edifying his friends with recitals of his experiences in Limoges, Paris and London, Fred is an entertaining story teller, but his enthusiasm attains its greatest height only when he describes his impressions as he viewed New York's sky-line on the incoming trip.

L. B. Lilienthal is to own and manage the new crockery and glassware department to be opened in the store of M. Rich & Bros. Co , in Atlanta, Ga. Mr. Lilienthal is also the manager of the Lilienthal Crockery Co. in the same city.

In renewing his subscription to the CROCKERY AND GLASS JOURNAL recently, Chauncey B Moore wrote: "While I am for the present out of the crockery trade and am engaged in the sheet metal business, I cannot do without the JOURNAL, as I like to keep track of the boys and the business." Mr. Moore, who was formerly the china buyer for Crawford & Crawford, in Albany, is residing in Chicago.

Arthur Letts, proprietor of the Broadway Department Store, Los Angeles, Cal., was recently presented with a handsome silver plaque by his employees. The presentation was made at a reception tendered by the latter to Mr. Letts.

Herman Trost, who used to be the New York representative of Chas. Ahrenfeldt many years ago, made one of his rare visits to New York last week. Though well advanced in years, Mr. Trost is still hale and hearty, and occasionally runs in from his suburban home.

John Wallace, who for several years has been with Gillinder & Sons, Philadelphia, in an office capacity, will go on the road after the first of January.

Russell Showacre and Elmore Bryson have been added to the selling staff of the Crystal Glass Co.

Oscar S Straus has taken the oath of office as Commissioner of Commerce and Labor. He has withdrawn from the firm of L. Straus & Sons, as according to law it would be impossible for him to hold a cabinet position and have mercantile interests. His remarkable success as a diplomat, his erudition, and his acquaintance with the mercantile world, together with his democratic views, in spite of his wealth and social position, all conspire to guarantee a faithful performance of his duties

P. H. Geoghegan, Chicago representative of Geo. F Bassett & Co , arrived in New York on Monday for a short stay. He is well pleased with conditions in the West.

A. W. Boggs has fully recovered from his recent serious illness and will occupy a sample-room at the Monongahela House, Pittsburgh, the first of January with a complete line from the Cambridge Glass Co. Mr. Boggs' contract with the Cambridge Glass Co. calls for his connection with the firm's headquarters in Chicago.

F. T. Anderson has become the manager of the china department in Fantle Bros.' store, Sioux Falls, S. D.

Mr. Lewis, who formerly assisted Chas. Schlessinger in the management of John McCormick's crockery department in Brooklyn, has engaged with the Siegel-Cooper Co , this city, as an assistant to Mr, Harris

Arthur J. Bennett, president of the Cambridge Glass Co., left New York for the factory on Monday night after spending several days in the Boston and New York offices of his firm.

S. F. Elkins, manager of the Pittsburgh office ot the National Glass Co., has been visiting here during the past week.

Walter R. Wearn's happy personality again brightens the offices which he recently acquired in the Crockery Exchange building. An attack of neuralgia prostrated him for several days last week, but he turned up on Monday as bright and chipper as usual.

Richard J. Donaghue, with Edw. Boote, has gone to Saranac Lake in the hope of recovering his health. He has been under a physician's care for some time.

Krider Rocks, who has been with the Evansville Glass Co , goes on the road January first for the Monongah Glass Co., of Fairmont, W. Va His territory will be the South and Southwest.

B. F. Pritchard has reserved quarters at the Hotel Bartholdi, this city, for two weeks beginning January 10, when he will exhibit the Quaker City Cut Glass Co.'s samples. Mr Pritchard's arrangement with Thos. Downs, Jr , the Philadelphia manufacturers'

Continued on page 179.

Grand Prize St. Louis

1904.

We desire to thank our many customers and friends for their increased patronage during 1906.

We shall have a number of new designs and shapes ready for 1907.

Quaker City Cut Glass Co.

Philadelphia, Pa.

Sample Room, 1035 Market St.

T. Downs, Jr.

COLORS LUSTRES

L. REUSCHE & CO.,

71-73 Park Place, New York,

SOLE AGENTS FOR
JAMES HANCOCK & SONS,
WORCESTER, ENGLAND,
Diglis Ceramic Art Color Works.

ELARCO
TRADE MARK

SOLE AGENTS FOR
JOHN LAMB,
NEWCASTLE, ENGLAND,
Potters' Printing Paper in Sheets and Rolls.

All China, Pottery and Glass Decorators'
REQUISITES.

Etching Powder, for Dry Etching on Glass.
Composition for Frosted-Flower Effects on Glass.
Seleniums, Oxide of Uranium, Sulphide of Cadmium.
Prepared Chrome (new) to produce Rich Green Glass.
"Elarco" Red and Yellow Oxide for Enameled Iron.

OUR CATALOGUE—
a veritable encyclopedia of information, for the asking.

You are cordially invited to inspect our remarkable line of
European Novelties.

BRUSHES MEDIUMS

The Geo. H. Bowman Company,

Cleveland, Ohio, and New York, 39 Murray St.

La Porcelaine Theodore Haviland.

Satsuma Shape, Dec. 20624.



WE are offering this most effective pattern, which is a combination of festoons of small pink roses and green leaves, forming a border pattern with a double gold line on the edges and the handles gold stippled.

Trade buying this pattern from us, either import or open stock, have the advantage of a large stock to keep their assortment complete, which is the secret of success in the China Dinnerware business. Prices sent upon application.

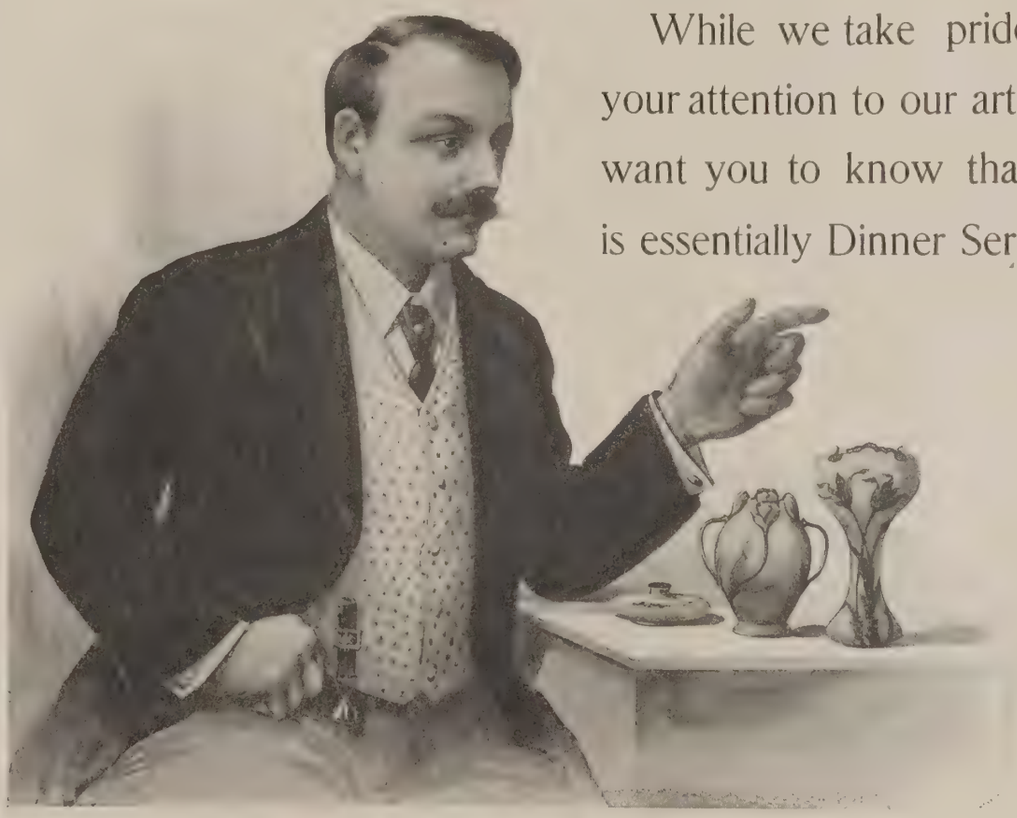
In addition to above we offer for immediate delivery the following open stock patterns of La Porcelaine Theodore Haviland:

2807 Vincennes	**7973 Geisha**	**6459 Chelsea**
2793 Rouen		**0129 Romeo**

Argument Would Not Be Necessary

if we could meet you face to face and show you Pope-Gosser merit.

Our art line known as "Clarus Ware" is without comparison or competition. Dealers get their own price for it because neither foreign nor domestic makers produce similar decorative effects.



While we take pride in directing your attention to our art creations, we want you to know that our product is essentially Dinner Service.

The same care and individuality characterizes our dinner ware that makes our art goods supreme, and merchants who have had an opportunity to convince themselves appreciate the force of real quality. Pope-Gosser ware is consequently offered to their customers.

Ask for catalogue and quotations.

The Pope-Gosser China Co.,

COSHOCTON, OHIO.

"The Pottery where Quality Counts."

PERSONAL.

Continued from page 174.

agent, calls for his representation of the cut glass concern in question exclusively. He will carry none of the other lines represented by Mr. Downs, and, while maintaining headquarters in New York, will also look after the Eastern, Central Western and part of the Southern trade.

⚜

John J. Hines is home from his introductory Pacific Coast trip with Blakeman & Henderson's line. Mr. Hines was away nine weeks and visited such distant points as Portland, Seattle, Spokane, Los Angeles and San Francisco.

⚜

"Ben" Cooper, who has during the past few months sidetracked the crockery business for that of real estate, is now a Benedick in fact as well as in name. The charms of a lifelong acquaintance in Brooklyn attracted him from the atmosphere of bachelorhood, in which his friends feared he would move forever. The urbane "Ben" and his bride were welcomed in the District a few days ago.

⚜

Leon Hoage and F. G. Howell have signed contracts with Jas. Douglass, the English importer, in whose interests they will travel after January 1. Mr. Hoage, who was formerly connected with Chas. Ahrenfeldt & Son for several years, is to cover the East and a part of the South and West. Mr. Howell, whose previous connection was with Hugh C. Edmiston, is to traverse the Western territory, extending from Chicago to the Slope.

TO RAISE POTTERY PRICES.

[Special dispatch to CROCKERY AND GLASS JOURNAL.]

PITTSBURGH, Pa., Dec. 20—With Geo. C. Thompson, of East Liverpool, as chairman, a meeting of the United States Potters' Association opened at the Fort Pitt Hotel yesterday for the purpose of strengthening prices for 1907. The committee appointed at the recent session in Washington to work out the details of the new selling proposition submitted a report that was generally approved. This committee was composed of Charles Howell Cook, Charles W. Franzheim, Harry D. Wintringer, Chas. Gosser, T. A McNicol and George C. Thompson.

The idea of ordering an increase in prices was prompted largely by the continued advance in the cost of raw materials. Unlike the selling-price agreement of 1904, no cash penalty is to be imposed for a violation of the new compact. It is an agreement based wholly upon honor. It was determined by the manufacturers to restore prices to about the same level as those which governed the agreement of 1904. Therefore, only those firms which have cut their prices since the existence of that agreement are affected by the new arrangement.

The advance will amount to an increase in the price of ware estimated variously at from three to ten per cent.

The new agreement also provides for the division of the trade into three classes, neither of which is to know of the quotations to the other. This classification will enable the jobber to sell to the small trade at the same price in competition with the manufacturer, there being sufficient margin to encourage him. Heretofore, or since the dissolution of the 1904 agreement, the jobber has had no protection, for the simple reason that the manufacturers were at liberty to sell the small trade at the same price they would sell to the jobbers

It is said that the committee of seven has been continued and that another special meeting of the association will be called if found necessary.

Among those taking part in the deliberations were W. E Wells, N. A. Frederick, G. W. Ashbaugh, John T. Cartwright, Ambrose Cartwright, J. R. Warner, Joseph G. Lee, Col. J. N. Taylor, D. E McNicol, John W. Vodrey, W. N. Harker, T. M. McNicol, W. L. Smith, J. T. Smith, F. Sebring and Charles W. Franzheim.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Dec 1, '06	Corresponding period 1905	Exports Jan. 1 to Dec. 1 '06	Corresponding period 1905
Boston	130	45	6701	5066
New York	162	112	6532	6650
Baltimore	228	142	13671	10824
Philadelphia	11	11	1043	851
New Orleans	156	77	4502	3252
Newport News	8	..	1164	1044
San Francisco	....	30	1483	1162
Portland (Me.)	246	....	1634	470
Galveston	.	....	1877	826
Portland (Or.)	...	..	968	500
Inland Points	2	89	9881	12009
Total	943	506	48956	42645

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g Dec. 1, '06	Corresponding period 1905	Exports Jan. 1 to Dec 1, '06	Corresponding period 1905
New York	153	112	6476	6718
Boston	108	45	66 9	4875
Philadelphia	11	11	1001	848
Baltimore	228	142	13860	11057
San Francisco	..	30	1453	1 83
New Orleans	156	77	4521	3254
Portland (Me.)	45	....	1010	325
Galveston	....	...	1297	812
Newport News	8	....	1079	1113
Portland (Or.)	...	....	1019	500
Inland Points	8	86	10552	11699
Total	717	503	48397	42379

DEPARTMENT STORE FOR NEGROES.

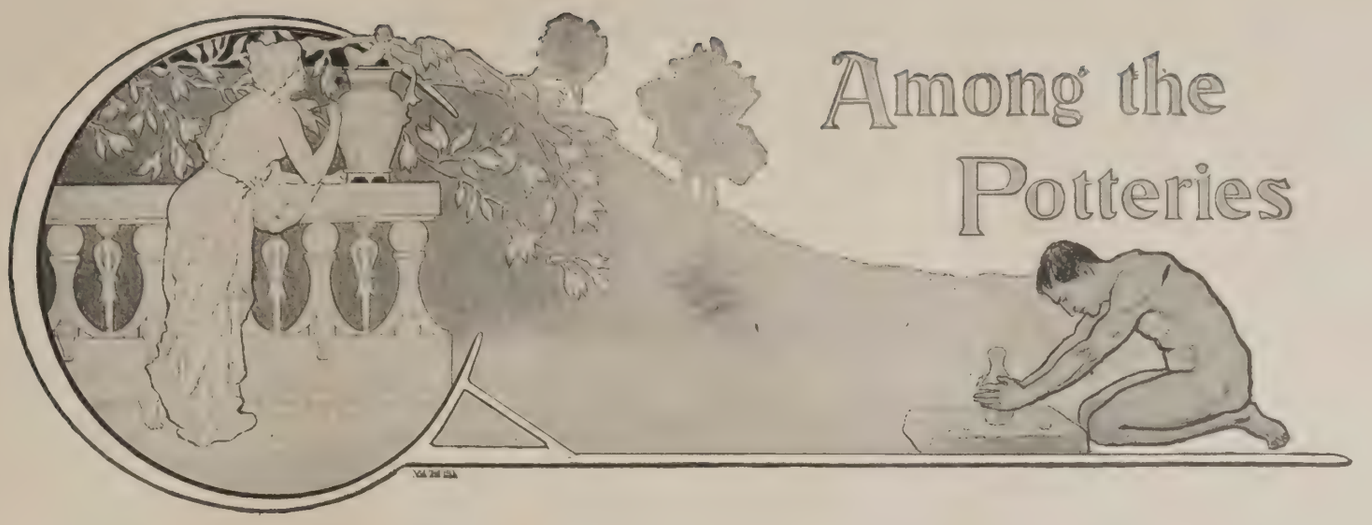
ABOUT May 1 next a modern department store for negroes is to be opened at the corner of Forty-sixth street and Eighth avenue, this city. It will be operated under the direction of the Metropolitan Mercantile and Realty Co., a business organization of negroes. The present four-story building on the site selected is to have two more floors added. The company was incorporated in 1900 and now has a capital of $1,000,000, of which $500,000 has been paid in to the treasurer, J. H. Atkins, who is a graduate of Hampton Institute and the New York Law School. P. Sheridan Ball, the president, graduated from the New York Business College. The store will need two or three hundred salesmen and saleswomen, and these of course will all be negroes.

READY FOR SALESMEN'S DINNER.

CHAS. E. FINLEY, president of the Aetna National Bank, this city, has been added to the list of speakers engaged for the banquet of the Pottery, Glass and Brass Salesmen's Association on Thursday evening, the 27th. Reference has already been made in these columns to the other speakers, who include Judge O'Sullivan, Magistrate Whitman and Rev. Dr. Cadman. The sale of tickets for the dinner, which is the fifteenth annual occasion of the kind, has been brisk. The diners will assemble in the ball-room of the Hotel Astor at 7:30 p. m.



PEDESTAL AT THE JONES, McDUFFEE & STRATTON CO.



East Liverpool and Vicinity.

The manufacturing potters of the East Liverpool district have about closed the greatest year in the history of American potting. Bigger records would have been made and old averages cast to the winds but for the supply of gas giving out In every pottery the same story is being told: "It is not a question of how much we can sell, but how much we can make." A sky filled with brightness is all that the Western manufacturers see before them. The gas companies have promised better service after the first of the year, and there is reason to believe that the business of 1907 will eclipse that of 1906 just as much as this year beat that of 1905.

* *

The American pottery manufacturer is rapidly "making good" in the production of specialties. This line of business in the past two years has made wonderful strides in America, and the buying public is taking to it eagerly. Not all of the Western potteries are in the specialty business, but the number is constantly increasing. Some really clever things have been placed before the trade this holiday season, and extensive buying has been the result.

* *

W. L Gerald, of Missouri, the Western representative of the East Liverpool Potteries Co., is here preparing his samples for 1907. With him is E. A. Unger, of New York, the Eastern representative of the firm.

* *

Rudolf Gaertner, of New York, entertained the officials of the East Liverpool Potteries Co at dinner at the Ft. Pitt Hotel, Pittsburgh, last Saturday. His guests were Noah H. Frederick, C. H Baughman, Thomas P. Ferguson and Silas M. Ferguson, Jr.

* *

Charles W. Harrison, who spends about six months of the year at his East Liverpool offices, has returned to Trenton, N. J., where he will remain until late in January.

* *

S. T. Ashworth, of Boston, has formed a connection with the Goodwin Pottery Co., taking the place in the New England States of W. L. Young, Danbury, Conn , who has been associated with the Goodwin firm for many years.

* *

George Fowler is home from a successful season in Western Pennsylvania and West Virginia for the Colonial Pottery Co. James Cleber, who represents this firm in the South, is now at the home office for a few days. Both will start out early in January with a complete line.

* *

W. S Creveling will open in New York early in January, representing the Taylor, Smith & Taylor plant at Chester, W. Va. He will have charge of the Eastern territory for this firm.

* *

During the past year the arbitration board of the United States Potters' Association and the representatives of the N. B. O. P have adjusted fifty-three disputes over the prices of making certain pieces of ware. Not a shape remains to be adjusted at the meeting of the board to be held the first Monday in January.

* *

Orders for "souvenir goods" have increased over 100 per cent this fall. Six-inch plates, prettily decorated, and with a calendar in the centre, have been sold in big lots all over the the country, and one firm placed an order a few days ago for 12,000 decorated mugs, to be used for advertising purposes.

* *

The holiday shipments to the Pacific Coast were the heaviest ever made from this district.

* *

Common labor in the Western potteries is causing the manufacturers no end of annoyance. The shortage of gas and the consequent placing of coal in the kilns for fuel has more than doubled the common labor in all the potteries. The men have been receiving $1.75 per day and 25 cents an hour for extra time. In some instances wages have jumped to $2 and $2.50

a day. The men have been organized recently into a union, and the manufacturers expect to have a demand for higher wages still.

Niles, O. A slight difference between the management of the Bradshaw Pottery Co. and the workmen caused President Thos J. Duffy, of the N. B. O. P., to make a visit here during the past week. Things were promptly adjusted, and not a moment's time was lost. The company is erecting two additional kilns.

Sebring, O. The holiday shutdown at the potteries here will be exceedingly brief, lasting from a week to ten days. The Sebring Pottery Co. in the meantime will install additional glaze grinding machinery.

* *

Several Italian laborers employed in the plants here have been caught stealing ware from the potteries. Search warrants were obtained by the firms, and the officers located some of the most valuable pieces made. Heavy fines were meted out to the guilty.

Trenton. Fred M. McCoy has closed negotiations with the Cook Pottery Co., for which he will travel in the West after January 1. Mr. McCoy remains with the General M'f'g and Supply Co , also of this city, until that date. He has been manager of this concern's factory during the past year. Prior to that period he was with the National Brass and Iron Works, and before that he had traveled twelve years for the American Lamp and Brass Co. "Mac" possesses a liberal quantity of that physical quality characterized as "hustle," and he should keep the products of his new employers pretty prominently before the Western trade.

* *

There was incorporated at the Secretary of State's office here a few days ago the Victor Pottery Co., which is capitalized at $150,000. The principal office is in Camden, with Chas. H. Bennett in charge. According to the incorporation papers, the concern is to "manufacture, sell, purchase and deal in goods and wares in clay, porcelain, kaolin, china, earthenware, etc." Henry W. Wass, of Jenkintown, Pa.; Chas J. Wass, of Philadelphia; and Chas. H. Bennett, of Camden, N. J., are the incorporators. It was intimated by the filers of the papers that the plant would be located in this city, but no more definate information than that was given out.

* *

Frank Britton and Geo. Meyer, young men employed at the International Pottery Co., drove a load of ware to the "Pennsy" freight station several days ago. After unloading the pottery they noticed on the station platform a thirty-pound keg of candy, which they promptly tossed on to the wagon. They had scarcely hidden it in the hay-mow of the stable adjoining the plant when a policeman turned up. He confiscated the candy and likewise the boys, who are to be tried later.

* *

The condition of Henry D. Phillips, formerly of the Hart Brewer Pottery Co., who was stricken with Bright's disease nearly two weeks ago, is much improved. He is still very weak, but his ultimate recovery is looked for.

* *

With $250,000 capital, the Standard M'f'g. Co., was incorporated here on Tuesday by R. N. Anderson, Henry E. Mackellar, Henry D. Clapp. Chas. W Peasley and Morland Cinklin.

* *

Chancellor Magie on Tuesday made an order discharging the receivers of the Standard Lamp and Brass Co. on the application of Erwin E. Marshall, counsel for Leslie C. Pierson and Lewis E. Thompson, the receivers. The application showed that the receivers had filed their final report with the court and performed the other necessary duties. They had distributed pro rata among the creditors the sum of $36,779.66 and had a balance amounting to $1,208.94. This the court ordered distributed pro rata among creditors who have filed claims.

Syracuse, N. Y. T. J Duffy, president of the National Brotherhood of Operative Potters, has formed a branch of the brotherhood among the employes of the Iroquois China Co. and the Onondaga Pottery Co. Of the former about forty men have joined, and of the latter a few less than that number have allied themselves with the organization. There was no opposition on the part of the companies, and Duffy was cordially received by both men and employers. The potters here and in Solvay have been working according to the union scale of hours and wages, and the invasion of the Brotherhood does not mean any change in prevailing conditions.

Wheeling, W. Va. The potteries of this district will shut down for the holiday season, during which time complete inventories will be taken. The first to close has been the La Belle plant of the Wheeling Potteries Co. A number of minor repairs will be made and it will resume operations in full soon after the new year. The Warwick China Co. will close Saturday. The amount of business on hand will not permit the pottery to be idle a day longer than is absolutely necessary to invoice and complete some minor changes.

THERE'S a time for work and a time for play, and the man who tries to crowd one into the other loses the benefits of both.

NEW!

"Vernon" Dinnerware.

COOK POTTERY CO.,

Trenton, N. J., and Kittanning, Pa.

DINING ROOM DOMES.

Leaded Glass, Wrought Iron and Brass.
Electric, Gas and Combination.

PORTABLES.

Electric or Gas. Prevailing Styles and Finishes. Popular Prices.

1906 ═══ 1907



S. B. & C. B. CLARK.

The popular lines we sold this year will again be on deck as usual January 1st.

New Shapes, Patterns and Effects ready January 15th. Don't fail to see them.

43 Park Place, New York.

LAMP SHADES.

Leaded, Mosaic and Bent.
150 Different Patterns.

ELECTRIC SHADES.

made of
Art Glass in Every Form.

La Porcelaine Limousine

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ALFRED G. MOMENT

AGENT

46 West Broadway, New York.

A. H. HEISEY & CO.,

INCORPORATED,

NEWARK, OHIO,

MANUFACTURERS OF THE

Celebrated Diamond H TRADE H MARK and Plunger Cut PLUNGER H CUT GLASS

Table Glassware.

New York Salesroom: . . . . . 42 West Broadway.

Philadelphia Salesroom: . . . . . 1038 Market Street.

Baltimore Salesroom: . . . . 122 West Baltimore Street.

America's Pioneer Crockery Department.

Opened Thirty-five Years Ago in R. H. Macy & Co.'s by Wm. J. Burdett. Remarkable Instance of Heredity—Five Generations of Crockery Men.

BUT a few months short of thirty-five years ago the first china and glassware department connected with a retail dry goods store in this country was established. Prior to that period these commodities had been retailed solely through the medium of out-and-out crockery stores. But time has brought about a remarkable change in the methods of their merchandising Legitimate crockery stores are to-day very much in the minority The department stores have replaced them to a very great extent, for there are few concerns of this character nowadays that do not devote liberal space to the exposition and sale of such goods. Many of them are successful, although quite a number have also found it a rather unprofitable venture. The latter fact is attributable largely to the injudicious means employed in the operation of these china and glassware departments. The heads of the larger dry goods stores usually make the mistake of applying to the china section the same ideas of merchandising that prevail in the silk, dress goods, ribbon, hosiery and other departments, and failure is the invariable result. China and glassware must be handled in a vastly different manner.

The history of the first china department opened in an American dry goods house is especially interesting for the reason that it has demonstrated the indispensability of a manager who is not only thoroughly familiar with the requirements of his position, but who likewise applies to his duties the proper spirit of energy, conscientiousness and fidelity to promises. These are the salient characteristics of Wm. J. Burdett, who was not only the first manager of the pio neer crockery department of the kind mentioned, but who enjoys the additional distinction of being still in control of the department that he established with R. H. Macy & Co. in 1872. Mr. Burdett, however, is said to be out of sympathy with the custom of calling the section under his supervision a "crockery department." He characterized it as a "crockery store" when he opened the basement of Macy's on Fourteenth street, this city, nearly thirty-five years ago, and he sees no reason why it is not still deserving of classification as a "store." After a stroll through it one cannot but feel that Mr. Burdett is right. It is a "store," and a mighty active, attractive and tastefully-arranged one, at that.

Six salesgirls assisted Mr. Burdett in the management of the Macy department when it was first opened—no male help. A space occupying 18 x 100 feet in the basement was allotted for the purpose. As to day, Mr. Burdett assumed the direction of the department for L. Straus & Sons. Contrast this narrow 18 x 180 feet of area with the 8,000 square feet covered by the department in the magnificent store at Thirty-fourth street and Broadway, and one obtains some idea of the wonderful progress that has been made under Mr. Burdett's supervision. And the space monopolized by the department proper doesn't begin to represent the fruits of the pioneer's efforts, either. Many hundreds of feet of extra floor room are also occupied for reserve stock, and on the eighth floor is located one of the most complete glass-cutting and decorating shops to be found in any factory in this country. It is claimed that no other crockery and glass department in an American dry goods house is allotted so much space; and the assertion is probably justified.

After becoming conversant with the technical and commercial training enjoyed in early life by Mr. Burdett one will scarcely marvel at his success. He was born, figuratively speaking, in an atmosphere of pottery and glassware. Chichester, England, is where he first saw the light of day on June 11, 1843. His grandfather and father were in the retail crockery business before him, and it was only natural that the "old war-horse," as Mr. Burdett is affectionately known by his legion of friends, should follow suit. Even had instinct not led him into the business, it is likely that he would have been obliged to take a shy at



it, for his grandparent was a stern old gentleman with fixed ideas regarding the destiny of his descendants He had found the operation of a crockery store in Chichester profitable, and decided that his son should follow the same pursuit. Then came the grandson, who was forced to discharge the clerical duties in the store almost before he was out of his teens. But the grandson had higher ambitions than were possible for achievement in a country store, and at the age of eighteen went to London, where one of his uncles operated a large Staffordshire warehouse in the Old Kent Road. But the determination of the boy to push ahead found little opportunity for gratification in his uncle's establishment, and he engaged with a more progressive London concern known as Defriese & Sons, dealers in china, glass and chandeliers. Two years' experience there satisfied him, and he sailed for America.

Soon after his arrival in New York in 1866 the young man obtained a clerkship with E. V. Haughaught, who then conducted a large crockery and glassware house, attached to which was a china decorating department, at the corner of Broome street and Broadway. Mr. Haughaught was not long in discovering that his new salesman possessed more than ordinary ability, and his advancement was rapid. Associated with the house of Haughaught at the time of Mr. Burdett's service was Daniel Walsh, who died only a couple of years ago. Mr. Walsh was in charge of the hotel department.

Following his experience at Haughaught's, Mr. Burdett connected himself with E. D. Basford, whose large housefurnishing store, with which was incorporated a china and glass department, was at that time located directly underneath the Cooper Institute, Then came his affiliation with the Macy department, the history of which is best indicated by its present condition.

That the name of Burdett will not pass out of the crockery sphere when the old warrior chooses to retire is assured. His only son, Edward J., inheriting the spirit that has connected the Burdettes so closely with crockery for considerably over a century, has been the assisstant manager of Macy's department for more than twelve years. Before that he had served a very thorough apprenticeship with L. Straus & Sons, with which concern he passed through every department, from office boy up to salesman. He, too, has a son. The latter has been in existence for only one brief year; however, so that it is as yet quite impossible to obtain any information concerning his future business plans. But it looks like the one best bet that he will likewise drift instinctively into the market where crockery and glass is merchandised.

THE PLAINT OF THE PED.

[Rhymesters, like troubles, oft travel in pairs, and thereby increase poor humanity's cares. The following lyric (you'd never suppose it) required the talents of three to compose it. 'T was started by "Bill" (Will. S. H., if you please); but he quit very soon, 'cause it bagged at the knees. So he tossed it aside with a de'il-may-care laugh—to be finished or not, as deemed best by the staff. We've finished it, yes—though it near finished us; for the finding of rhymes oft provoked us to cuss. But we stuck to our guns, Willie's feelings to soothe, and did our goldarndest to make it read smooth.]

A POT and a pedestal stood on the floor
Of a glittering, glistening crockery store.
And though the same kidney, ceramicallee,
They somehow or other could never agree.

For the pedestal said, in his ill-tempered way:
"When you are on top there's the devil to pay!
Although I support you, you yet hold me down.
No wonder my visage is clothed in a frown.

From fact'ry to household my treatment's the same.
You're picked up, admired, gently laid down again"
"And laid upon what?" asked the pot, blushing red.
"Forever on me," sadly answered the ped.

"At times I become quite depressed and morose
As I ponder th' extent of my manifold woes.
If only kind fate would our places exchange
I'd be happy for sure, though that would seem strange.

My joy then would be both supreme and ecstatic,
For then you would see why my nature's erratic"
"What's that?" snapped the pot, with a sneer that was galling.
"You think that an error's been made in your calling?

Instead of chagrin, you should shriek with delight
To think that I'd deign upon you to alight.
Your position's beneath me—and properly so—
Your use is intended my beauty to show.

That stuff about destiny changing our places
Is folly—beg pardon for making such faces!
Suppose (for the sake of supposing, you know)
That you'd come aloft while I went below—

Where then would the flowers, burnt matches, and such,
That now receive welcome in my friendly clutch,
Seek refuge? Very unhandy our owners would find us.
Oh, no; we're correct as the potter designed us.

And have you reflected there's that in my name
Which protects me from loss of position and fame?
Even fate couldn't force me to act as your prop;
For my name when spelled backwards decides I am 'top.'"



WILLIAM J. BURDETT.



Wines and Wine Glasses at the Modish Dinner.

THE turns of fashion's wheel are quite as apparent in the matter of wines and wine glasses as they are anywhere else. Tastes change gastronomically as well as artistically. The days of serving eight or ten kinds of wine at a dinner have departed along with the time when men felt they offered their host an insult if they were able to maintain the perpendicular when saying good night after having dined with him, but fashion to-day, nevertheless, places her seal of approval upon as many as five wines. Fortunately for the sobriety of the company, it is no longer good form to serve a cocktail before dinner if there are to be more wines than one during it.

All of the wine glasses to be used at dinner, exclusive of the liqueur glasses, should be arranged in order when the table is set, and if possible should match, or at least be similar in general character and style. For instance, if cut glass is used, all the glasses should be of cut glass, not necessarily of the same pattern, but of the same type.

The selection of a champagne glass is largely a matter of taste, though the most attractive shape, in no matter what style of glass or decoration, is the saucer shape with the hollow stem. The wine constantly bubbling up from the stem not only makes a pretty effect, but is kept more lively by the effervescence and does not become flat if it stands a while.

The champagne tumbler is entirely a thing of the past, though there have been some strenuous efforts of late to revive its use. It is decidedly not a graceful glass, nor so dainty in effect as the saucer.

At most informal dinners only one or two wines are served, and at many formal ones it is not uncommon to serve but three—sherry, claret and champagne. Claret is very often served at the same time as the champagne, as many people drink nothing but this light wine.

When only a single wine is served it should be the best obtainable, such as Château la Rose if a claret is used, and Château Yquem if a sauterne. In that case also it is a good plan to have a cordial with the coffee.

All still wines should be decanted before using, say good authorities. While it is a simple enough thing to do, it is too often carelessly done, with results unsatisfactory and mortifying to a hostess.

Before decanting, the bottle of wine should stand upright for not less than twenty-four hours, the cork having first been loosened. Then about an hour before using, the cork should be drawn entirely out, so carefully that no disturbance of the precipitation is possible. The bottle should be held against a light, either daylight or a candle, and the instant the sediment begins to stir the pouring from bottle to decanter should cease. This careful handling of the wine will insure its being clear and bright when served.

It is a fad with some people to pour old wines directly from the bottle, so that guests will appreciate what they are drinking, but this is not advisable; wines old in bottle will always form a great deal of deposti and this, when shaken up will injure not only the appearance but the taste of the wine as well. If a host's wine will not stand decanting he would better not serve it at all.

Neither claret nor Burgundy contains sufficient alcohol to keep its flavor much longer than twenty-four hours after decanting. They both become sour, and what is left in the decanter should be thrown away or put into the vinegar jug. Fortified wines such as sherry, port, Madeira and Tokay will keep indefinitely, but it is far better to decant only about the quantity to be used of the lighter wines—those whose percentage of alcohol is not great enough to insure the retention of their flavor after exposure to the air.

Claret and Burgundy should be served at a temperature from 65 to 70 degrees, which temperature is ob-

tained by keeping the bottle in a room a little warmer for six or eight hours before serving. Some people make it a rule to set the wine on the sideboard for a few hours before dinner time, but as all dining-rooms should be thoroughly cooled before dinner is served, this is not a good plan; wine will not stand sudden changes of temperature.

All wines keep better when stored in an even temperature. Champagnes and white wines must be kept in a cooler place than others; if too warm they are apt to ferment. Madeira, sherry etc., are better the warmer they are kept; their flavor is enriched thereby.

Much depends upon the treatment a wine receives before serving. Often a really good wine does not taste so well as one of an inferior quality, simply because of improper treatment before it is served.

Port should be served not colder than 60 degrees, unless served with crushed ice, which in summer is a delicious drink and a rare treat. Sherry is best at a temperature of 40 degrees, obtained by cooling it in the ice box for an hour before using. If kept too cold both port and sherry will cloud.

Madeira and Tokay should be served at about a temperature of 65 degrees at least. Brut champagne must be thoroughly chilled; but not at too low a temperature, or it will be acid and harsh to the taste. Frozen, it is undrinkable; whereas the sweet brands of champagne are more delicious the nearer to freezing they are.

All champagne requires chilling before the cork is drawn, no matter for what purpose it is to be used. It makes all the difference in the world in its taste, even in punch. Sauternes and all white wines should be cooled to between 40 degrees and 45 degrees, but not chilled.

If but one wine is considered sufficient for a dinner and it is to be a champagne, let it be dry, as the sweet brands are not considered with such favor when served alone. The wine is poured just after the fish is served, and continues through the entire dinner, including desserts.

If claret is the one wine at dinner, it is served with the course next after the fish, whatever it may be. Claret is too acid to go well with sea food of any description.

At an elaborate dinner wtih several wines the order followed in smart houses is as follows: White wine, such as Rhine, Moselle, sauterne or white Burgundy, with oysters, or whatever the first course may be. These wines are to be served in a glass about the size of a claret glass. A claret glass will do, though it is better to have some distinction, such as a delicate coloring or a difference in shape.

Either sherry or Madeira is served with soup, sherry in a glass that has a lily-shaped bowl, slender stem and round base. The sherry should be light and cool. If Madeira is used instead of sherry it should be very fine and served in a glass like a claret glass in shape, but smaller.

Nowadays champagne is served with fish and continued all through the rest of the courses. Burgundy claret or any other of the red wines comes with the game and is served in claret glasses, which are the glasses to use with most of the still wines. If both claret and Burgundy are desired, claret should be served with the entrée and Burgundy with the roast. For red wines the glass should be colorless, even though the rest of the set may be tinted.

With dessert sweet wines, such as rare old port, specially fine Madeiras, &c., are preferred, and these are served in a glass called a wine glass pure and simple, and is, of course, white. If a sweet champagne is used with dessert, it of course, has its own particular glass. The use of sweet champagne as a dessert wine is coming more and more into vogue, in fact it is hardly used in any other way, and is served sometimes even when a dry champagne has been used previously during the meal. It is an old fashion revived and is sometimes taken in place of a cordial.

The serving of cordials with coffee in the drawing room after dinner is over is almost invariable. At least two cordials should be offered; and better three, for there is great difference in tastes in the matter, greater almost than about any other kinds of wines or liquors. Frequently brandy is on the tray, too, and for those who like a dash in their coffee it is well to have it.

For other occasions the serving of wine is entirely a matter of taste. With little suppers, where there are such dishes as terrapin, etc., a very fine quality of Madeira is delectable, as it is with any rich dish served in this way. The finest Hungarian tokay, served with sweet biscuit, makes a pleasant ending to an evening of cards, when it is not desirable to serve anything more substantial.

FOR NINETEEN HUNDRED AND SEVEN.

New English Open Stock Patterns



THE HAARLEM.

Geo. F. Bassett & Co.

W. H. Dunn & Co.,

54 MURRAY ST., NEW YORK,

DIRECT REPRESENTATIVES OF THE FOLLOWING FACTORIES:



Clifton Art Pottery Co.,
Newark, N. J.

J. J. Niland & Co.,
Meriden, Conn.

The Colonial Co., Potters,
East Liverpool, O.

Cartwright Bros. Co.,
East Liverpool, O.

Cook Pottery Co.,
Trenton, N. J.

A. Radford Pottery Co.,
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HIGH-GRADE ART POTTERY.

DOMESTIC EARTHENWARE.

RICH AMERICAN CUT GLASS.

. . . The . . .

East Palestine Pottery Co.

Main Office, East Palestine, O.

OUR complete line is especially adapted for the exclusive jobbing and department store trade, owing to the fact that it embraces an extensive line of plain Cable and double thick hotel ware, white granite, also special thin and a medium thickness fancy embossed dinner ware, together with very attractive toilet shapes in numerous decorations.

We realize that with the trade reputation is one thing and quality of goods is another. We very kindly extend to you an invitation to visit our factories and inspect the quality, and invite comparison with our worthy competitors, taking into consideration color, weight and selection, together with price We are free to confess that we are not the lowest in the last-mentioned matter. Call and investigate stock in warehouse as well as sample room.

Plants No 1 and No. 3 located on the main line of the Pittsburg, Fort Wayne and Chicago Railroad, fifty miles west of Pittsburg, East Palestine, O.

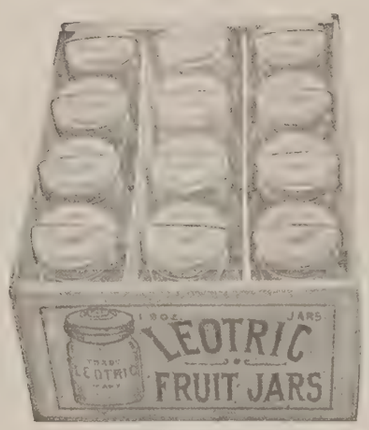
Plant No. 2 located at Canonsburg, Pa.

FRUIT JARS,

Lightning Style and Masons.

LEOTRIC.





WE beg to offer to the trade the LEOTRIC FRUIT JAR, which is a fac-simile of the Lightning Jar. These Jars are made in the very best manner, each Jar being carefully examined and tested.

They are packed in six dozen cases of each size: pints, quarts and half-gallons. Also, can furnish them in one-dozen boxes.

Cumberland Glass Mfg. Co.,

Bridgeton, N. J.

"PRES-CUT" GLASSWARE.

THE success of the former patterns of this widely-known ware has convinced the management of the McKee-Jeannette Glass Works that their customers can find ready sale for a "Pres-cut" design of greater weight, greater depth of pattern, and higher finish than has yet been attempted in the manufacture of pressed glassware; and with this conviction they offer to the trade their Fentec design, with the assurance that it will be a "Pres-cut" line superior to any previous production.



15-in. Punch Bowl. Fentec.

The Yutec pattern, a "Pres-cut" design of 55 pieces, is characterized by large sizes and many novel articles and shapes, and is certain to become one of the favorite "Pres-cut" patterns.

To meet the demand for plain glassware a complete new plain pattern has been added. This No. 700 line will be used for decorating in transparent colors—a new departure for American glass manufacturers.

McKEE-JEANNETTE GLASS WORKS, Jeannette, Pa.

1907
China and Glass at B & D's

OF course you expect great things of us next year, as you do every succeeding A. D.

You will not be disappointed.

The "Import Show," which will be ready for inspection early in January, will be the greatest ever held under B & D auspices.

It will be the greatest collection of worthy China, Glass and Art Wares ever gotten together by any importing house in this country.

The "sifting" process has been thorough, and none but lines of marked distinction of the right sort have been accorded a space on the show tables.

The B & D products—"Elite" Limoges China, Bavarian China, Imperial Crown China, Vienna China and Steinschoenau Glassware—will be very much in evidence.

Here will be found triumphs of artists' genius and skill that will keep tongues a-wagging for many a day. They are grand beyond description.

Come early!

Dawson & Dotter.

26, 28, 30, 32 and 34 Barclay St., New York.

1907
Dolls and Toys at B & D's

AFTER an interim of some years we resumed the selling of Dolls and Foreign Toy Specialties last import season.

We scored a big success.

We did about three times as large a business as we expected, and we filled the orders taken in an eminently satisfactory manner.

We are prompted to larger and better things for 1907.

We have secured control of some of the best lines of Dressed, Jointed and Kid Body Dolls, Doll Sundries and Toy Specialties made in Europe.

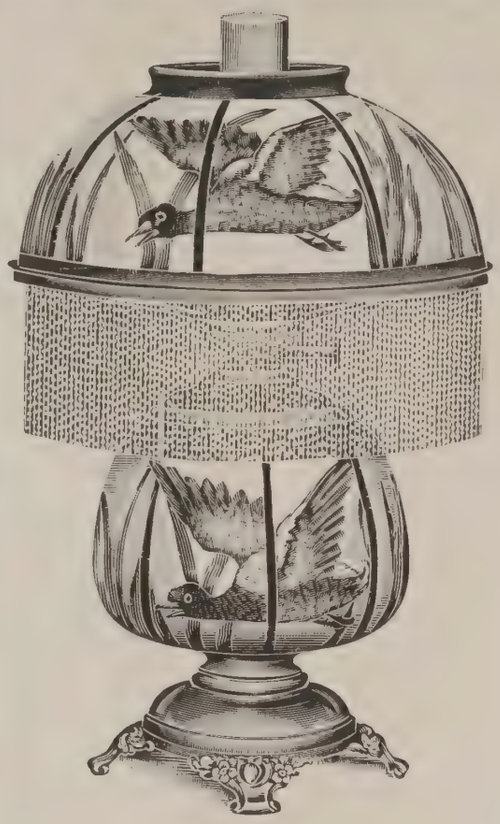
There will be a wider choice in our own "Barclay Baby Belle" lines of Dolls, which made a big hit last season. Have a new moving-eye appliance. Eyes simply can't drop in.

Made up in strictly American styles.

Then there's the Teddy Bears—you'll have to order early to secure.

Dauvor & Dotter.

26, 28, 30, 32 and 34 Barclay St., New York.



No. 6258

PITTSBURGH.

WE SAID: "Let us have more light!" whereupon we made the "SUCCESS" Centre Draught Burner, giving twenty-five per cent. more light, with a far less consumption of oil than the old style Centre Draught Burner.

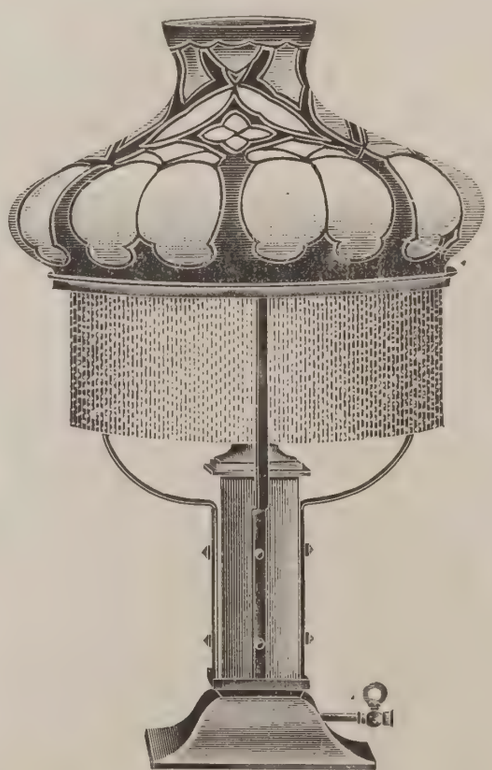
It's worth your while to invest in and stick to the "SUCCESS" lamps. They'll make your lamp business active.



No. 617½

PORTABLES.

SHADES and Portables; we mean the Lamps complete as shown. Isn't it natural to suppose that we are in a position to furnish them to you right? Investigate for your own satisfaction.



No. 637

KEROSENE, GAS and ELECTRIC GLASSWARE in splendid variety, including a beautiful array of KOPP'S artistic colored effects. Send for catalogue.

Pittsburgh Lamp, Brass and Glass Co.,

PITTSBURGH, PA.

Making a Bottle.

IN the making of a glass bottle there are three steps—the blowing and molding, the finishing, and the annealing. Each of these is of peculiar interest by reason of a certain sort of picturesqueness that comes from the rapid handling of the glowing, molden glass. It all seems so simple, yet it requires infinite care.

The three processes are carried on by a separate gang of men at each one of the inlet holes of the furnace. This gang is called a "shop" and consists of three expert glass workers and several boys who are serving an apprenticeship of the trade. Two of the three men act as blowers, one of the boys acts as molder, the third man is a finisher, and the remaining boys simply employ themselves in little odd tasks that have no name.

The process of blowing and molding is the most interesting of all to the spectator. The glassblower takes a long steel tube, puts one end into a hole in the furnace, fiddles around in the molten mass inside for a moment or two, and then brings it out with a small mass of yellow, glowing glass, about the size of a crab apple, hanging to the end. For the ordinary four-ounce bottle this is the right size. Of course, for larger or smaller receptacles the amount is proportionate.

He then takes his tube and twiddles it briskly in his fingers for a few minutes. This is to evenly distribute the mass at the end of the pipe. Then he blows in it and rolls it upon a flat slab of iron near him, twirling the pipe briskly as he does so. This results in elongating the globe of glass on the end of the tube until it has the shape of a long "O." Now it is ready to be pressed in the mold. This article is just like the sort that used to be used by our forefathers for the manufacture of bullets, having a closing and opening movement like a lemon squeezer. It is opened, the stick of glass is put into it and then it is clamped shut. The worker now takes a big breath, applies his mouth to the end of the tube and blows very hard. This forms the cavity in the bottle and presses the malleable glass into the recesses of the mold. The reason for having the glass hanging evenly from the pipe can now be seen. If it were not for that, the walls of the glass bottle when it was finished would be of uneven thickness. When the glassblower applies his lungs to the end of his pipe the connecting bit of glass between the bottle and the tube distends and bursts, and the first step in the process is completed.

When the half-completed bottle is taken out of the mold, which is done immediately, it has the regulation appearance, except for one thing—the neck and mouth by which it was cast have a ragged look and are unshaped. For this purpose the third man plays his part. He is handed the incomplete vessel by one of the boys, puts it on the end of an iron bar and sticks the neck into a small furnace immediately in front of him. When the glass has once more become soft and workable—a matter of only a few seconds—he takes it out, twirls it by means of the rod, and then with a steel tool, held in one hand, shapes the neck and mouth to suit himself.

The bottle is now to all intents and purposes finished, but there is one more process it has to be put through before it can go forth. This is "annealing" or tempering. "Annealing" is necessary for this reason, that if the bottle were allowed to cool suddenly the outside glass would cool and contract so much sooner than the inside that the stress of the action set up between them would make the finished bottle apt to break. It is accomplished by putting the bottles as soon as they are finished, into a long oven, heated at one end to a high temperature, but gradualy diminishing in warmth until the other end is of average coolness. The bottle is put upon a tin sheet at one end of this and then slowly dragged through. It is thus allowed to cool without sudden change of temperature, and when it arrives at the other end of the oven is ready to be assorted and packed for shipment.

The whole process is not nearly so simple as it sounds, and the work has to be done a great deal faster than it can be told about. For instance, the temperature of the glass when it is put into the mold must be just so much, and the oven in which the bottles are annealed must be nicely graduated in heat. In fact, the whole process of glassmaknig is a succession of niceties.

Whenever it is desired to set a name or title into a bottle, as on most druggists' bottles, a brass die with the proper letters cut into it is set into one side of the mold. A special department is devoted to the preparation of these dies.

There is another sort of mold in addition to the one already described. This is designed to form bottles without the lines of juncture shown on the other's products. It has a plunger at the bottom of a solid cylinder, which rises up on the molten glass put in at the top. This explanation is not altogether clear, but the implement is such that it cannot be very accurately described in layman's terms.

The making of glass stoppers is accomplished without unnecessary confusion by a business-like machine. There is, of course, no blowing done here. A mass of molten gliss is put into the mouth of a machine, something slaps down on it from above, with the motion of a hydraulic hammer, and then, presto! Before one knows what it is all really about, out roll three or four nicely molded stoppers that need only to be tidied up before being used. **This process consists simply of grinding off roughness and making the necks fit into bottles.**



When the stoppers have arrived this far—and it takes them a very short time, indeed—they are put into a whirling leather clutch that revolves them very rapidly on their longitudinal axes. Then by means of a brass form, sprinkled with emery powder, they are ground to a proper size.

The next step is fitting the bottle to the stopper. To accomplish this the workman takes up the waiting bottle, sprinkles a little emery on its interior and applies it to the whirling stopper. The two are thus literally ground together. A perfect contact is insured, for each stopper is left with the bottle in which it was ground.

The last step in the union of glass bottle with glass stopper is the tying on of the stoppers to the bottles to which they belong. This is to keep them from getting separated in packing, and the work is done by small boys. Their fingers fly with inconceivable rapidity as they perform this task. An idea of the speed with which it is done can be gathered when it is said that one boy commonly ties on 240 dozen stoppers in one day of eight hours. This is an average of one tie in ten seconds, and to accomplish the tie there must be five knots made, three wrappings, and a stopper set into the bottle over a piece of cord. "Over a piece of cord" is, perhaps, not clear. This simply means that before the stopper is set into its bottle a piece of cord is dangled down into its interior so as to prevent an absolute contact between stopper and bottle neck. If this precaution were not taken the bottles would often arrive at their destination with their stoppers almost irremovably stuck in them.—*Baltimore Sun.*



BRONZE ELECTROLIER AT F. BING & CO.'S SUCCESSORS.



Clock Set

FROM A. G. HARLEY JONES, ROYAL VIENNA ART POTTERY
AND SAMIAN POTTERY, FENTON ENGLAND.

James Douglass, 24 Park Place.

Weird Romance of Two Vases.

TWO beautiful, rare and ancient China porcelain vases which have recently come to light in India are said to have a more romantic history than even the Orient usually weaves around various old works of art. Incidentally it may be mentioned that the present owner values the pair at $50,000. Considering their "past," perhaps that figure is moderate, apart from any value they may have as examples of rare old Chinese porcelain.

Their history is studded with numerous tragedies, although the vases were said to be "auspicious" or "lucky," as they understand things in the superstitious East. At any rate, they were twice stolen, once rescued from a great conflagration, and two native chiefs once went to war about them. There were numerous minor incidents, such as the execution of one of the thieves by the approved method of having the poor wretch crushed to death by an elephant. Soothsayers, incense and credulity abound in the tale, and, moreover, there are persons ready to vouch for the truth of the excitement caused by the possession of the vases during the last three countries.

No one knows the exact age of the vases, one of which is named Shernaz, in honor of the child born to the Nabob of Surat, after he was presented with the rare porcelains; and the other Dilruba, in honor of his beautiful wife. Early in the seventeenth century, when the Nabob Kalijkhan represented the Mogul Akbar in the District of Surat, a small Afghan State, a Chinese merchant about to enter the port had his ship and cargo confiscated by pirates. He laid his case before the nabob or viceroy, who had the pirates captured, and was able to restore the plunder to its owner.

Overcome by gratitude, the Chinaman, as a token of his appreciation, presented to the nabob some costly gems and some antique works of art, including the two porcelain vases. The latter, according to the grateful merchant, were then more than 200 years old, and had the more attractive virtue of being endowed with the quality of bringing luck to the possessor.

The nabob was no connoisseur, but he was delighted to have in his possession a talisman. When, sometime after the gift, the nabob found himself a father, he was not ungrateful. He made all those sacrifices a good Mohammedan is supposed to make. Acts of piety were performed, much money was given in charity, new mosques wer built and old ones endowed. The miraculous power of the vases manifested itself in a most original manner. As he had not been blessed with progeny by his first wife, after the practice of pious Mohammedon he, with his wife's full consent, married another. Subsequently the lucky vases arrived, and then the first wife, not the second, made the nabob a grateful father.

Naturally the wonderful lucky qualities of the vases became known, and the first to covet them was the nabob's second wife, Goolbadan. She cared far more, however, to destroy or at least kidnap her husband's child. She plotted with a retainer around the palace to drug the nurse, steal the child and carry it out of the city. In carrying out the plot the kidnapper placed the infant in the lucky vase—the one ornamental with what has been called the celestial bird—and attempted to run the gauntlet of the guards with his precious burden.

The time was night, and the city gates were closed. All protestations were unavailing, and the child stealer was not permitted to leave. Becoming suspicious, the guards searched the vase, nad the whole plot was discovered. The next morning the retainer, named Kakoo, was put to death by the nabob's orders by being crushed under the feet of an elephant. Goolbadan was decapitated.

Now, a sister of the murderous fury was living in Surat at the time, and she began to revenge the death of Goolbadan. The vases were the objects of her attack. She wanted to get them and destroy them, so that the nabob's fortune would change for the worse. She therefore bribed a flower girl of the palace to steal them and then made off with them to a distant province. In the meantime the loss of the porcelains was noticed, but the nabob was cleverly induced to believe that a jinn had removed them because the possessor had not been as attentive to his religious duties as he should have.

The flower girl began to appreciate the delicacy of her position. She alone had access to the apartment in which the vases had been placed, and she knew that sooner or later her invention would fail her and her secret be discovered. Thereupon she started out to regain the vases she had aided in stealing. She disguised herself as a Dervish, found Goolbadan's sister, acted as a soothsayer, and stole the vases from her by an artifice

and returned with them to the nabob's plaace. She was very artful, this young flower girl, and she had a sayad, or "wise man," return the vases as if the restoration had been brought about by supernatural means. She, of course, was amply rewarded, as was also the wise sayad, who certainly had a profitable stock of wisdom.

Years afterward, when Shernaz, the beautiful daughter of the nabob, was blossoming into lovely womanhood, and had become famed for her beauty and her accomplishments, there were many young princes, nabobs and warriors who sought her hand in marriage. Like most young girls, she made a choice which her powerful father thought beneath her in wealth. He was, indeed, a nobleman, and was related to the nabob's family. Her father had selected for her a prince, Muzafar Husian Mirza, a descendant of no less a monarch than Tamerlane—Timur the Tartar, as he has been called.

Shernaz decided, in consequence of parental contention, to go unmarried. The Prince Muzafar had other plans. One moonlight night while Shernaz was strolling among the banyan trees, she was suddenly seized and placed upon a horse, whose rider she recognized as the loathed prince. A little subterfuge enabled her, after she had been carried many miles, to escape from the captor on his own horse.

Muzafar did not attempt to follow his fair captive. He gathered a force of about 2000 men and marched them against the nabob, hoping, in the engagement which followed, to again capture the enchanting girl. But a fearful struggle followed. Shernaz, donning male attire, fought against the invaders and actually became involved in a single-handed action with the notorious Muzafar himself. The latter, not recognizing the fair one, was about to dispatch her, when—of course, her poor cavalier prevented, so they married, and lived the way people live when they marry in the last chapter of a romance.



TEA SET IN POUYAT CHINA.

The nabob believed the lucky vase was responsible for saving his daughter's life, and he resolved the porcelains should never leave the family. The fame of the vases grew. Once at a Durbar, which the Mogul Akbar attended, the talismans were exhibited to him with much ceremony. Then came the British domination in India. Pensions in lieu of power fell to the lot of many nabobs. The Nabob of Surat declined in prosperity, and the vases passed out of his possession.

In the great fire in Surat, in 1837, which burned half the city, the Parsi who owned the vases was able to save them, although most of his other possessions were destroyed.—*Philadelphia Ledger.*



INDIVIDUALITY

is strongly characterized
in our new

"CLEO" DINNERWARE,

also in our innumerable assortment of Fancy Vases, Decanters, Rose Bowls, etc., in decorated effects and other individual features.

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We especially invite your inspection of our porcelaine. A complete and comprehensive assortment of samples is at factory sample rooms.

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Pittsburg Office:
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Producers of Porcelaine for Particular People.

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No. 46 WEST BROADWAY,

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EDWARD BUTLER,

"Oh-What's-The-Use"

of telling you of the many excellent things you have already seen?

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You should see the NEW THINGS, too numerous to describe in this limited space, being displayed from the following manufacturers:

Wedgwood & Co., Ltd., Tunstall, Semi-Porcelain
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Lingard, Webster & Co., Tunstall, Rock, Samian and Jet Teapots
T. G. Green & Co., Ltd., Church Gresley, Ivanhoe Ware and Teapots
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WE are pleased to announce that we have been appointed the sole agents in the United States for the following well-known firms: The Worcester Royal Porcelain Co., Ltd., Worcester, England, and Messrs. Wileman & Co, Foley China Works, of Longton, Staffordshire, England.

We expect to have a full line of samples on display on or about January 5th of the lines manufactured by these firms; also a new and complete line of English Rock Crystal, manufactured by the well-known house of Thomas Webb & Sons, Stourbridge, England, together with a new and complete line of samples from the various firms whom we represent.

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"It's Just Like The Cut in The Catalog"

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ZINC HALF-TONE & WOOD ENGRAVING

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UNDERGLAZE STOCK PATTERNS.



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THESE are only a few of our underglaze patterns, WHICH WE CARRY HEAVILY IN STOCK, enabling us to fill orders with promptness—a condition which is of great benefit to our customers. And, further, these patterns can be matched up at any future time WITHOUT EXTRA EXPENSE OR LOSS OF TIME. The patterns speak for themselves. Some of them are as familiar as household words among the trade. Further comment is unnecessary. If you are not using any of our stock patterns, either underglaze or decalcomanie (some of the latter being recognized as the best sellers on the market to-day—for instance, the "St. Regis," the "Empire," the "Dover," etc.,) we would advise you to put some of them in stock, feeling confident that it would result to our mutual advantage.

Mercer Pottery Co.,

Trenton, N. J.

Souvenir Goods.

WE are the largest importers of Souvenir Goods in America and are now ready to show an entirely new line in colors at the price asked for ordinary goods. We are also ready to show a new and original line of

BISQUE FIGURES

especially adapted to the wants of DEPARTMENT AND TEN-CENT STORES.

We also have full lines of China and Glass for import and stock, making a specialty of assortments.

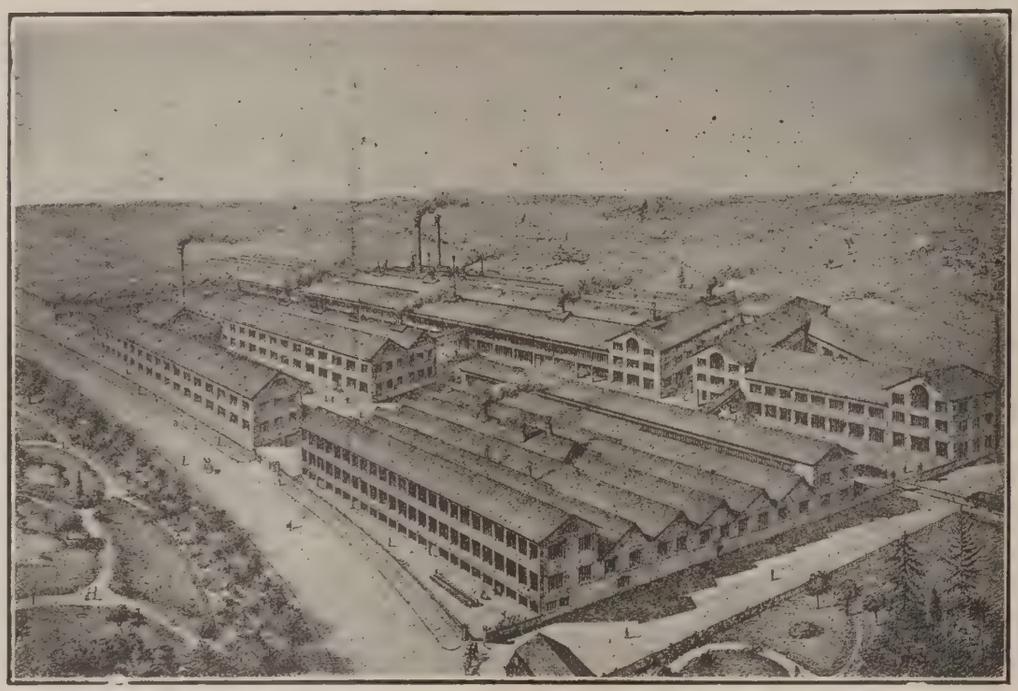
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La Porcelaine Théodore Haviland

Limoges, FRANCE

The brand of *Théodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE** is part of the stamp, in order to

AVOID IMITATIONS.

William L. Briggs,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903
Hors Concours, St. Louis, 1904.

Making One Call Suffice.

LAND your prospect's order the first time you call on him. There is little use in calling two, three or four times to secure the business that you expected and should have got at the first interview.

We find that men who are determined to get business at the first interview find a way to do it. We find that the old-fashioned process of finally landing a prospect after a series of preliminary skirmishes, is too expensive and can be done away with by a concerted, resolute effort on the salesman's part.

In the old days when business moved at a slower pace than it does at present, salesmen thought nothing of honoring a prospective customer with anywhere from three to half a dozen visits before getting his signature. Their first visit served to introduce themselves, and to give him a general notion of their proposition. Their second afforded an opportunity to answer any objections which might have been incubating in his brain after the first visit. Their third would perhaps land the order. Perhaps, however, it would only serve the customer as a pretext for claiming he had given the salesman's proposition (whatever it might be) sufficient consideration, and that in view of the time he had already spent in "taking it up" he felt warranted in turning it down without any further investigation.

The habit of returning again and again in the effort to secure a single order has several bad consequences. First, it gets the prospect too familiar with the notion that he is at liberty to put the salesman off and take his own time in deciding. Second, if the salesman has made the best selling talk of which he is capable on the first occasion, he cannot well help but make a weaker impression on the second visit, since a good many of his arguments lose their force through repetition. The prospect is conscious of a diminution of the force brought to bear upon him, and the salesman for his part is conscious of losing ground in consequence. Thereupon his enthusiasm and confidence begin to wane. Third, the cost of all these visits must be considered. It is common in advertising to divide the total number of dollars spent in placing an advertisement by the number of inquiries which are traceable to that advertisement, thus finding the cost per inquiry. The same principle ought to be as accurately applied in determining just what it costs a firm each time a salesman calls on a prospective customer. The firm that pays $5,000 a year for the salary and expenses of a salesman who calls on ninety different prospects a month, virtually pays only a third as much per call as the firm that pays $5,000 yearly for the salary and expenses of a man who makes three calls on each of thirty different prospects in a month.

A salesman should remember when he enters a prospect's place of business that his visit represents a certain outlay of money. If he doesn't want to double or treble that outlay he will try to close at the first interview instead of returning a second or third time.

In order to close at the first interview, a salesman must bear one rule in mind; that it won't do to allow the prospect to take the upper hand in conversation and divert the talk from the main issue. Many salesmen are too pliant. They are plastic in the hands of a man who has doubts and objections. As long as the prospect will keep silent and let them do the talking they are logical, clear, forceful and convincing; but when a hard-headed fellow grabs the reins and steers the conversation off the main track, they lose their mastery of the situation, and instead of their selling the buyer it is as if he were selling them. He can back them into a corner, dump them into a ditch, **steer them into a blind wall, no matter how good a proposition they have or how thoroughly it is understood.**

The instant a salesman ceases to take the whip hand in conversation, the chances are against him. If he is forced into the passive attitude, no matter how ably he answers the prospect's objections, it is not for him but for the prospect to steer the conversation to whatever termination he chooses—either a sale or a turn down as the case may be.

The way to avoid this difficulty is to put your selling talk in such a manner as to anticipate any objections which the prospect may reasonably be expected to make. Perhaps what you know about your proposition and the reasons why he should accept it would make several volumes, if printed. That is no reason why you should try to force all that information upon him. If you try to do that, you will not be able to tell him the essential facts in their entirety in the space of time allotted for your call.

All you can hope to do is to give him a summary of what you know, and compel him, by the forcefulness and mastery of your manner, tacitly to agree to hear you to the end of that summary before interrupting you with objections, doubts or inquiries. When you have reached

the end you will in most cases have anticipated the very objections, doubts and inquiries that he was prepared to make. And your selling talk will have ten times the weight, by reason of its logical, consecutive, concise arrangement that it would have had if you had stated the same facts in answer to a random fire of questions from him.

When a man has given you his attention, you have the same right to proceed uninterrupted till you have said your say and scored your point that an orator has who mounts a rostrum at a public meeting.

Be prepared for the man who hates to make up his mind in a hurry. He will tell you that you have a good thing, but he wants to "talk it over with his wife," or "think about it a while first," or see what others are doing in the same line.

When a man says he wants to think it over, don't humor him. Too many salesmen do. This remark: "I'll have to think it over," is more of a poser to many of them than the most practical objection to the proposition itself. They lose their vitality in salesmanship when it comes to these absurd, colorless objections which reflect the procrastinatory mind of the man they have to deal with, more than they would if called upon to do battle with his prejudice.

In such a case, ask Mr. Procrastinator how long he would take to make up his mind to go and eat if he suddenly felt hungry—and then prove to him that he has an emptiness which only your proposition can fill. If he wants to talk it over with his wife, ask if he really believes she could oppose any act that would benefit him, and show that your proposition does confer a benefit. Show him that by putting the thing and thinking it over he is squandering time that is worth so much an hour—his own time, in which he might be enjoying the benefit you have to extend, and your time, in which you might be reaping a harvest of orders from other people who know a good thing when they see it and don't have to study over their acceptance of an offer that is obviously advantageous.

If he wants to find out, before clinching the deal, what others think of your line, spring your testimonials Have your proofs right ready, and pound it home to him that John Jones' printed endorsement is just as trustworthy a guide as if John Jones had given his approval by word of mouth. Say to him "Mr. Blank, you could take a trip to Mr. Jones' offices, send in your card, and gain an audience with him. You could ask as man to man what he thought of my proposition; he could tell you, and if he said he approved it you would believe him. But that would take all your time, Jones' time and mine, and how could it be a bit more convincing and satisfactory than reading Mr. Jones' opinion among the endorsements which I have spread before you here?" If your endorsements are genuine you will find no difficulty in convincing him of that—on the rare occasion when he will express a doubt.

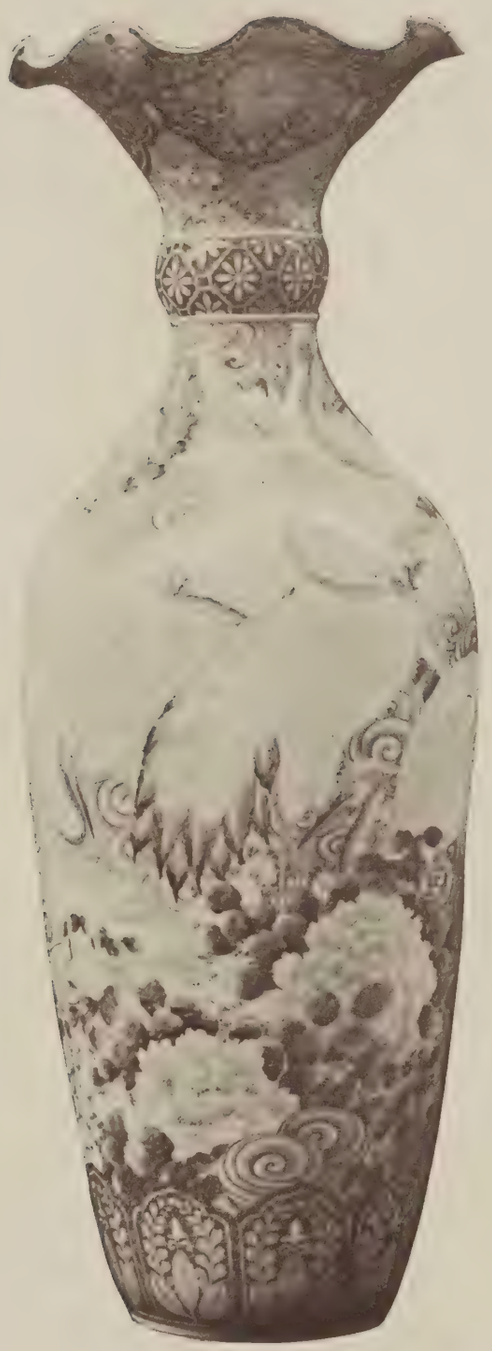
Whether or not you land an order at the first interview depends to a great extent upon your ability to win unquestioned confidence. Many salesmen who are themselves absolutely honest, and whose propositions are above reproach in every respect, fail in some way to impress people they call on as being absolutely what they represent themselves to be. The salesman should be careful to avoid putting up statements that may sound incredible without paving the way for them with evidence, or backing them up with some sort of proof to allay any rising suspicion in the prospect's mind.

When one wishes to inspire confidence in a man, it is a capital plan to start the conversation with a few statements which he knows are true and which he would hardly expect you to be acquainted with. For instance, if Salesman Brown has business with Mr. Robinson, a banker in the town of X, I should advise Brown before making his call to obtain some statistical information in regard to the town and county in which Robinson's bank was located. Then on introducing himself let him make some such remark as: "Mr. Robinson, it is rather surprising to find in a count yof 25,000 population, and one whose industries amount to a quarter of a million dollars a month, there are only eight banks, and I see that you have such and such a proportion of the total amount of banking business."

Brown in this case has shown himself familiar with his prospect's environment and the conditions under which he does business. The natural inference Robinson will draw is that "since this man knows my business and is reliably informed about it, it must be that he understands his own business well also." Knowing such statements to be true when they are related to his own affairs, he naturally is more disposed to credit Brown when some foreign subject is introduced.

Another secret of winning a man's confidence is never to let a man tell you anything about your own business which you do not know, or appear to know, yourself. Occasionally a prospect who is not inclined to credit what a salesman says will hand out the remark: "Don't attempt to tell me anything about this thing, young man. I was in the business long before you were born." He will usually follow up this assertion with some "pointers" which he intends to force upon the salesman's acceptance, and which would change the entire aspect of the salesman's proposition. It is the salesman's part to show entire respect for the elder gentleman's long experience in the field, but resolutely and deftly to sidetrack any gratuitous suggestions offered on the strength of it. If he lets himself appear as a novice who has come to take instruction from his senior he is simply throwing away his chance of directing the other's mind to the point where he will decide to buy. While avoiding contradiction and controversy, he should make it firmly understood that he is thoroughly and accurately informed about his line, and that his tuition for being modern is none the less reliable.

The number of times you have to call at a man's place of business before you land him depends to a great extent on your facility in getting yourself admitted. There are many salesmen who overdo the matter of politeness. Perhaps, on entering a large establishment they will be headed off directly by an impudent boy in brass buttons, a pert young lady stenographer, or a stern and implacable old party at the information desk. No matter which of these the salesman has to deal with, he will be told



Japanese Vase

at Carlowitz & Co.'s.

that Mr. Jones, the prospect, is very busy and cannot see anybody just at prsent, and he will be asked to tell the nature of his business. If he is one of the super-polite salesmen, he will take this little setback without any opposition and will be foolish enough to leave word for Mr. Jones that he represents such and such a company and has come to see him in regard to insuring his life, placing an investment, buying a book or machine or lot, as the case may be.

He will ask when Mr. Jones may be expected to be at leisure. Now, it is simply impossible for the salesman to get any definite information from the boy in buttons, the stenographer, or the implacable old information man on the subject. None of them will take an interest in him, nor is any one of them probably in a position to make an engagement for Mr. Jones. They are simply sidetracking the salesman, railroading him out of the office. If the salesman drops that deprecatory, apologetic manner—if he pushes forward into the regions of private offices without permitting himself to be hindered, merely asking in an authoratative tone to be directed to Mr. Jones' desk, he will not be bitten by any of the employees, or devoured alive by Jones himself, or even handed over to the police. He may possibly meet with a cold reception, but in nine cases out of ten, his enterprise and aggressiveness will be rewarded by a decent welcome from the prospect.

A great deal depends on the salesman's manner in making such an entrance. If there's anything of noisiness, impertinence or brashness in his style he will, of course, make a bad impression. If his assurance and push convey no notion of disrespect of persons or disregard of rules, but merely indicate the hustler, the customer in most cases will make the following deduction: "Here is a man who has something important to say to me. He doesn't seem to stand in awe of me, and, therefore, I take it that he is accustomed to dealing on terms of equality with business chiefs. It is probably someone of some account, and I'd better find out who he is."—*Salesmanship.*

Basis of Colored Glass.

THE basis of all colored glass is essentially the same, while the amount of the coloring materials used depends upon the class of ware to be made. For thin blown sheet, for heavy cast plate to be sold in the rough, or for thin rolled sheet glass, polished or unpolished, for bottles or tableware, the amount of coloring matter to be added to the batch must necessarily vary, since thick glass requires more coloring matter than thin glass of the very same color. Thick glass will always be darker than thin glass, unless allowance be made in proportioning the coloring oxides The length of the melt, the presence or absence of an oxidizing or a reducing flame, or the possibility of wisely admixing these flames for the production of certain colors in open pots and tank glass, all enter into the mixing of the colors with the experienced metal maker. Some colors will burn out: others are not materially affected. Some are made more brilliant by the addition of lead; others, such as cadmium yellow, will not stand any lead, and will turn metal black if lead is added to the batch. Some colors may be added to the batch, others must be held back till the metal in the furnace is fined, because if added before they will burn out, being sensitive to fire and unable to stand high temperatures. Some colors cannot be added to cheap batches before the removal of the salt water, the presence of which has a neutrallizing effect, while other colors may be safely made after the glass has been fined, by simply adding the coloring oxides to the top of the molten metal, depending entirely upon the permeability for saturation of the metal. A new pot, or tank, unless properly glazed with the desired color, will require more coloring matter for the first than for subsequent melts.

In the manufacture of cased glass, now very rarely practiced according to the older methods, William T. Gillinder, in the "The Art of Glassmaking," Birmingham, England, 1854, laid down the correct principles as follows:

"The art of casing different colored glasses upon one another is not thoroughly understood. Even in houses where cased work is a great part of the trade, frequently for two or three weeks together all the articles made will shiver almost as quickly as if they had been dipped in water. To obviate this difficulty, all that is required is to keep the metals as near as possible of the same working temper, which can be done with a little foresight and trouble.

"I have invariably found that if the outside coat of glass is softer than the interior layer, the article is sure to crack It is easy to make a trial. Take a piece of soft red glass and cut it into two parts, and case one piece inside with hard flint; case the other piece outside of the same flint. The one outside will crack, while the other that was cased inside will stand.

"It matters not how many layers of colored glass the article consists of, if this principle be not acted upon they will not stand. Always have the inside layers softest in nature, graduating gently harder and harder, till the outside layer is hardest; but still it is

necessary to keep all the metals as near of one temper as possible.

"Soft metal contracts more than hard, and when it is outside it cools quicker than the inside; this causes the outside layer to be drawn so tight that the least cause imaginable destroys the equilibrium, and shivers it to atoms."

Mr Gillinder further recommended that flint and colored glass that is to be cased should be of the same batch, with the necessary exception of the coloring materials.

In this respect, it must be remembered, however, that the coloring oxides themselves are generally solvents, and tend to make the glass soft according to the extent of their use. Another point which must be kept in view in all casing glass is that the thickness of the different layers must be taken into consideration, and the amount of their contraction in cooling, as well as their subsequent expansion in the lehr and muffle must be sharply watched. The thinner the layer, the less liable it is to crack either under contraction or expansion.

Another point it is well to remember in making colored glasses of all kinds is that clear and transparent metal, or a flint or crystal batch, is harder to color, or requires more coloring matter, than an opaque or semi-opaque metal. The batch can therefore be densified, or drenched, as some call it, with cheaper grades of coloring materials, before the costlier oxides are resorted to, to impart what may be rightly called the finishing color and brilliancy Thus for chrome green, which is a strong color, a weaker or less decisive ground color may be laid on the batch; either a cheap amber, carbon, kaolin, feldspar, alumina, opalin, cryolite, pegmatite, arsenic, bone ash, or a combination of the above, according to the class of ware to be made. In this connection the primary or complementary color and shades may be profitably studied; but results from a glassmakers' viewpoint depend far more upon the stability and coloring power of the oxides in the batch at certain temperatures than upon any arbitrary color-scale in the books.

The following are reliables recipes:

Sand	100	100	100	100
Soda	30	30	35	25
Potash	5	5		
Opalin	10	10	20	18
Fluorspar	12	8	..	8
Feldsper	12	8	..	8
Lead	4	3	..	..
Lime	18	25	..	..

Of course it will be understood that the above batches will produce a glass that will cut readily, without undue breakage, being rather soft batches There is an absence of the cheaper coloring ingredi ents for the blues, greens, reds, ambers, violets, etc. —*National Glass Budget.*

GLASSWARE OF ANCIENT ROME.

THERE is no more beautiful glassware than that of the Romans, which in many of the examples that still survive is further beautified by its great age, the passage of centuries giving the surface of the vessels a bright, glossy, iridescent appearance, due to de composition of the outer surface. Roman glass was in many cases of remarkable delicacy and fragility; both plain and colored articles were made. It is on record that many pieces sold for very high prices even in the days of the Cæsars. Nero himself was by way of being a connoisseur of glass. Is it not related that he paid 6,000 sestertia for two small vases? The great beauty of such famous surviving pieces as the "Portland" vase in the British museum, and the fine vase in the Bourbon museum at Naples, is surely a sufficient vindication of the considerable sums paid for such exquisite examples of the glassworkers' art by the cognoscenti of ancient Rome!



PRODUCTS OF THE NORSE POTTERY CO., ROCKFORD, ILL.

Superstitions of Traveling Men.

TRAVELING men as a class are fuller of peculiarities and superstitions than any class, perhaps, in the world. I seldom have met a salesman on the road who didn't have some freakish idea, some pet superstition, regarding selling goods, says a correspondent of the *Cleveland Plain Dealer*, and most of them are worshipers at the shrine of "luck."

One of my best friends on the road is a shoe salesman —he is known to the fraternity everywhere—who would not think of attempting to sell a bill of goods if he did not wear a red tie. He is a firm believer in red ties, and he wears one every time he starts to sell, and he believes that any man who wears a red tie can sell goods. Why he does not explain.

There is another man on the road—I have known him for fifteen years—who sells men's furnishings, who would not think of smoking a cigar until he had plastered it all over with cigarette papers. I asked him once why he did it, for before smoking a cigar he spends perhaps five minutes carefully wetting rice paper and binding it around the cigar. He explained that when he was first on the road he one day took a cigar from his pocket and started to light it, discovering that it was broken. He patched it up with cigarette paper and started out to sell a bill of goods. He had phenomenal sales that afternoon, and ever afterward believed that he could sell goods any time he wrapped his cigars in cigarette papers.

There is a lot in that sort of belief. I am not superstitious myself, although I always carry a wishbone in my pocket, but the man who starts out confident that luck is with him will sell goods unless he loses confidence in himself.

I have another friend who collects letterheads of hotels in which he stops. He never will write a letter on the stationery of the hotel where he happens to be, but will take a bunch of that paper to his rooms and write on the letterhead of some hotel perhaps a thousand miles away. Why he does it no one except himself knows, and it constantly tangles up his firm, but he persists in it.

Another crank friend of mine always carries his own pillow with him and sleeps on it every night after throwing the hotel pillows off his bed. Over fifteen years ago he went to bed one night and a pin in the pillow scratched his face. The pin scratch was the direct cause of his losing a big order the next morning, and ever since then he has refused to use any hotel pillow and carries his own with him in his sample trunk.

One of the oddest fads of a traveling man that I know of is that of a silk salesman who collects souvenir electric light globes, carrying off the bulbs from every hotel in which he stops and using them in his own home in a small Eastern City. He has in his home almost every kind of globe known, and on each of them he has pasted the name of the hotel whence it came. He has some that will not fit the fixtures in his house, and these he has piled in ornamental fashion on a table.

Another man whom I meet frequently on the road is a salesman for a big electric fixture works in the central West, and he has a queer idea. He carries with him his own telephone, and in some way he has achieved the idea that it brings him luck. It is one of the English style of receivers that fit the head, and every time he gets into a hotel that has telephones in the rooms he disconnects the house telephone and puts in his own apparatus. Just how it helps him I cannot imagine, but he thinks it does, and that is the main point.

One of the most energetic and hustling clothing salesmen in the West has an idea something like that, and one that would cause the casual discoverer of his fad to think he is one of the laziest men on earth. He carries around with him at all times an appliance for turning out electric lights and gas lights after he gets into bed. He reads in bed, and when he gets through and is ready for sleep, he picks up his extension apparatus from the side of his bed and turns out the light without getting up.

But those fellows are mild samples of the traveling man crank. I know one fellow—he sells wrappers and corsets in the Western country—who always carries in his right hand hip pocket a small copy of the Bible in Russian. He does not read a word of Russian, never was in Russia, and is only a casual believer in the Bible, yet he never is without this volume, and on trains he often produces it and looks through it from beginning to end. He gets mad if any one inquires too closely about the Bible.

There is a close friend of mine in the line in the central States who will not sell a bill of goods to any man who will drink with him. He invites them to drink, and if they accept he closes his samples and will not have anything more to do with them on that trip. I don't know what his idea or his system is in doing that sort of thing, but as a matter of fact, I know of two instances where he has gained steady customers who clamored for him to sell them after he had packed his line.

A fellow named Crane, who is in the shoe line, has

a queer fad. At dinner every day on the road he orders a boiled potato, sticks his fork into it, leaves the fork standing there sticking in the potato, and asks the waiter to bring him another fork. He never eats the potato, and he will not eat anything until another fork is produced.

Every one of those fellows is a great salesman, and every one attributes at least part of his success to his fad. I once knew a man named Wilson who sold chemicals, who had an odd notion. He always wrote his name on three lines of the register in the hotel, and drew a double line through each name. He vowed that unless he did that he could not sell any goods in that town. He declared he had tried over and over again to write his name in the ordinary way, and that every time he attempted it he lost out on some big order.

But perhaps the queerest of all is a lace drummer from New York, who covers all the big towns for his firm. He steals towels from every hotel in which he stops and carries them on to the next town. He will pick up two towels in Pittsburg, carry them to Cincinnati, and use them, leaving them there, and carrying two Cincinnati towels on to St. Louis, and so on, never using a towel in the city where it belongs.

"ON THE JOB" AS USUAL.

THE newspaper man dropped into a crockery house and there met three or four well-known people. While discussing the topics of the day an old-timer made his appearance and was greeted by one with the remark:

"Well! Well! You here? It's many a long year since I saw you under this roof."

"Yes; it's more than fifteen years, I think. Let me see! I believe it was about the time I was arrested by Anthony Comstock."

"You?"

"Yes. It's funny to look back upon, but at the time it was anything but pleasant. I was selling goods for this house at that time, and in our line we had many bisques. Among them was a female figure in the nude, but protected by a covering in the form of a cloak made of china. When the covering was on the figure was all right; but removed—well, that was different. The figure was very popular, and all the larger houses carried it. One day two gentlemen called and asked to see bisque figures. I showed them several kinds, and then one of the men, pointing to a row of the covered figures, asked what they were. He bought two, paid for them, and asked for a bill I made it out, signing the firm's name and adding my own initials.

"'Won't you please write your name in full?' said he.

"'That's not necessary.' I replied.

"'I prefer that you should.' he insisted.

"I complied with his request, and the pair departed. Next day they came in again. I chuckled, thinking I saw another sale"

"'Are you Mr. ———?' asked the one who had bought the figures.

"'Yes, that's my name.'

"'Well, sir, I have a warrant for your arrest. I am Anthony Comstock.'

"'Warrant for my arrest? On what ground?'

"'For selling obscene objects.'

"You could have knocked me down with a feather. I had sold him an ordinary bisque figure which everybody dealt in; and while it was nude it was in nowise obscene. I protested, but he said I would have to go to the Tombs, and added that he would have to confiscate all the goods of that nature on the shelves.

"'You may arrest me,' I said, 'but if you touch one piece of that ware I have some lusty porters down-stairs who will throw you into the street. In the absence of my principal I am responsible for his property, and shall protect it.'

"'Never mind about that now,' said he, 'but get ready to go to the Tombs. I will give you an opportunity to get a bondsman, who must qualify before three o'clock, or you will sleep in jail.'

"You may imagine there was some hustling. In half an hour I was ready and was taken before a magistrate. Never shall I forget the expression of disgust on the judge's face when a well-dressed, respectable-looking man like myself was arraigned for selling 'obscene goods.' I tell you, I felt pretty sore. My bonds were approved and I was allowed to go."

"What came of it?" asked the newspaper man.

"Nothing. The papers were pigeon-holed, and after about two years the case was dismissed. But they confiscated the whole line of goods."



UMBRELLA STAND AT W. P. GRAHAM & CO.'S.

Haviland China

IS STAMPED:

Haviland

France

Additional stamp on decorated China. } Haviland & Co Limoges

WE RESPECTFULLY REMIND THE TRADE THAT SINCE 1840 OUR WARE HAS BEEN KNOWN AND SOLD AS

Haviland China

AND WE EXPECT THAT DEALERS WILL, IN A SPIRIT OF FAIRNESS, SELL ALL IMITATIONS UNDER THE NAME IN FULL WITH WHICH THEY ARE STAMPED

IROQUOIS CHINA.

THAT'S the china that is being advertised so heavily to the consumer, and the demand for it is growing daily.

Iroquois China is durable, attractive in design, translucent, and the price fits the goods.

Furthermore, we are creating a big demand for it by advertising in the magazines, and are offering you every help possible to sell it after we sell you.

Don't you think you had better look this matter up?

Send for our booklets, price lists, advertising helps, etc.

Maybe you would like to have our salesman show you samples?

IROQUOIS CHINA CO.,

SYRACUSE, N. Y.

Potteries at Solvay, N. Y.

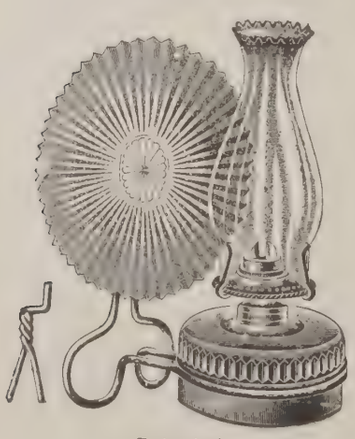
C. DORFLINGER & SONS, 36 MURRAY ST, NEW YORK.

Manufacturers of plain and cut

TABLE GLASSWARE

of the highest quality.

Works: White Mills, Wayne County, Penna.



Patented

Tallow Dips are Out-of-Date.

So are the old styles of leaky kitchen lamps. Our

"JAXON"

is the up to-date cheap kitchen lamp bracket. The neatest and best cheap Bracket Lamp on the market Large reflector, strong frame. The only cheap bracket lamp that can be easily hung upon the wall without looking behind the reflector. Reflector is movable, permitting light to be thrown in various directions. The safe lamp—fount is held secure by the spring of the wire

Manufacturers, **J. B. TIMBERLAKE & SONS,** Wire Specialists,

JACKSON, MICH.

Wire Racks, Easels, Hangers, Lamp Brackets Wire Coat Hangers.

Consolidated Lamp & Glass Co.

MAKERS OF ALL SORTS OF

Lighting Glassware and Lamps.

WORKS: CORAOPOLIS, PA. U.S.A.

SALESROOMS: NEW YORK, PHILADELPHIA, BUFFALO, PITTSBURG, CHICAGO, SAN FRANCISCO.



RIVERSIDE CLINCH-ON-COLLAR LAMPS ARE GOOD LAMPS



Outside view of Collar.



Inside view of Collar

ARE you posted on the lamp situation? Do you know the Riverside Clinch-On-Collar Lamp is the original and best Clinch-On-Collar Lamp made?

We do; so we do not think the thousand dozens made this year will be one too many.

The number of patterns, the variety of new and tasty decorations, are making the wheels of trade go round at a lively gait. Get your order for lamps in without delay. Write for illustrations and prices. See mark on every lamp.

RIVERSIDE GLASS CO., Wellsburg, W. Va.

Furnivals, Ltd.,

POTTERS,

Cobridge, Staffordshire, England.

WE are now ready to show samples of our newest in Dinner and Toilet Ware—everything up-to-date (and some ahead of time)—all for import only and for early spring delivery. Those that have seen the samples have shown their appreciation by their orders; those that have not seen them are invited to do so.

We have no one on the road, but we have full-sized colored photographs of above, which can be sent on application. A call or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St., New York.



FONDEVILLE & VAN IDERSTINE,

37 Warren St., New York,

Sole Agents for

KELLER & GUERIN,
HTE BOULENGER & CIE., } French Earthenware.

ALFRED HACHE & CIE.—French Hotel China and Fireproof Ware.

VERRERIES DE PORTIEUX—Bar and Hotel Glassware.

FRANK BEARDMORE & Co.—Sutherland Art Ware.

DUDSON, WILCOX & TILL—English Earthenware.

WADE & Co., Burslem—Jet and Rockingham Tea Pots.

German and Austrian China.

German Hollow Glassware always in stock.

CHINA OF QUALITY.

Martin China,

Limoges, France.

Kornilow China,

St. Petersburg, Russia.

Royal Gustafsberg China,

Stockholm, Sweden.

SAMPLES FOR SPRING IMPORT READY.

J. H. VENON,

Sole Agent for North America

43-51 W. Fourth Street, New York.

Cor. Washington Square

Decorated **Dinner Sets, Open Stock.** Ready for Delivery.

Decorated **Cask Lots Dinner Ware.** Ready for Delivery.

Decorated **Croton Sets, Savonettes.** Ready for Delivery.

Decorated **White China Dinner Ware.** Ready for Delivery.

CH. FIELD HAVILAND · LIMOGES ·

Haviland & Abbot Co.

29 Barclay St., New York.

FRENCH CHINA,

OPEN STOCK,

FOR IMMEDIATE DELIVERY.

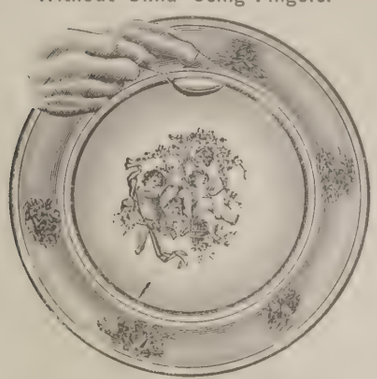
Decorated **Fancy Goods, White Ware.** Ready for Delivery.

Decorated **Chocolate Sets, Coffee Sets.** Ready for Delivery.

Decorated **Teas, Coffees, Plates, Saucers.** Ready for Delivery.

Decorated **Berry Bowls, Compotiers.** Ready for Delivery.

The Rim Forces Food Upon Spoon Without Child Using Fingers.

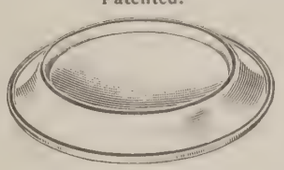


Made in Silver and China.

Teaches the Baby How to Eat.

ROYAL BABY-PLATE.

Patented.



PRACTICAL USEFUL

Will Not Upset No Tray. No Pusher. Saves Laundry.

PRICES:

1 gross $30. ½ gross $15. ¼ gross $7.50.

IMMEDIATE SHIPMENTS.



A Clean, Comfortable Meal.

ROYAL BABY-PLATE CO., 19 Burling Slip, New York.

Try Sample Order.

New Lines of Dinner Ware and Staple China for Spring Importation.

Special Attention is called to our Import Line of

CHINA. **EASTER NOVELTIES** PAPIER MACHE.

SAMPLE LINES OF CHINA, DOLLS AND TOYS ON SALE.

HAMBURGER & CO.

28-30 West 4th St., New York.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street, New York City.

A GOOD WHITE AND GOLD IS ALWAYS GOOD.

The best English Semi-Porcelain design ever shown in dinnerware in this style is our pattern

"1972" ON WILKINSON'S "SILVER" SHAPE.

It has a dontiled edge and shoulder lines in pure liquid gold. People of refined taste will buy it readily.

A. J. Wilkinson, Ltd. Bourne & Leigh. Upper Hanley Pottery Co. J. H. Weatherby & Sons.
R. Sudlow & Sons, Teapots.

JUST THE THING FOR YOUR JANUARY SALES.

SPECIAL quotations will be made to you, Mr. Merchant, on jardinieres, umbrella stands, pots and pedestals, provided that you mail your order at once for DECEMBER SHIPMENT.

These goods are all made of a porcelain body. Consequently, the colors show up better than on the cheap body used by most manufacturers.

Let us send you a small assortment of these goods, and if they are not entirely satisfactory we will allow you to return them to us at our expense. Will be pleased to answer inquiries.

A. Radford Pottery Co.,

Clarksburg, W. Va.

New York Showroom:
W. H. DUNN & CO., 54 Murray St.

Our French lines contain many interesting and new features, stylish shapes and decorations.

Ceramic Importing Co.

37-39 Murray St., New York,

SOLE AGENTS FOR

Comte d'Artois,
LIMOGES, FRANCE.
Decorated French China.

Paroutaud Freres,
LIMOGES, FRANCE.
White China for Amateur Decorating.

Porsgrund Porselaensfabrik,
PORSGRUND, NORWAY.
Art Goods "Old Norway."

Rorstrands Aktiebolag,
STOCKHOLM, SWEDEN.
Tableware of quality.

It will be worth your while to look up our line of Bone China made by the celebrated *Rorstrands*, factory established in 1783, the largest and best equipped factory in Sweden.

Endemann & Churchill,

COMMISSION MERCHANTS AND IMPORTERS

50 Murray St., P. O. Box 3000 New York.

Sole Agents for

L. BERNARDAUD & CO.,
Successors to R. DELINIERES & CIE.,
Limoges, France,
Manufacturers and Decorators of French China.

S. REICH & CO.,
Vienna and Berlin,
Royal and Imperial Austrian Glass Manufacturers.

DUMLER & BREIDEN,
Hohr a | Rh., Germany.

WHITE AND DECORATED

French China

FROM

Wm. Guerin & Co.

LIMOGES.

33 Park Place, New York.

SAMPLES ALL RECEIVED.
EVERY ITEM ENTIRELY NEW.
THE STRONGEST LINE OF FRENCH CHINA.

CHAS. STREIFF,
SOLE AGENT.

JOHN DAVISON,

Sole Agent for the Following Noted English Firms:

The Coalport China Co., Ltd.
Geo. Jones & Sons, Ltd.
Stevens & Williams, Rock Crystal Glassware
Adderleys, Ltd.
F. Winkle & Co.
Thomas Poole.

12 Barclay Street, New York.

Import Samples of Dinner, Fish and Game Plates for Sale at a Liberal Discount.

OLDEST AND BEST



NEW YORK OFFICE,
29 BARCLAY ST.

FACTORY and MAIN OFFICE:
Faubourg des Casseaux, 27,
Limoges, France.

DINNER WARE.

We would ask your inspection of our New Lines of Dinner Ware for Spring Delivery, which we feel confident should prove of interest to you, as same combines new ideas as to shapes and decorations, and priced right.

L. D. Bloch & Co.

42 & 44 West Broadway, New York.

Please Your Customer

NEW LINES NOW READY.

Very Easy With the Dealers Who Handle

WELLER
Pottery
WARE

SAMPLES AT OUR SALESROOM

BOSTON, 146 Franklin Street. | NEW YORK, 57 Park Place. | CHICAGO Glass & Crockery Exchange 186-188 Fifth Ave.

Factories and Main Office: ZANESVILLE, OHIO.

FENSTERER & RUHE,

Importers Glass and Chinaware,

NEW YORK, - = - 47 MURRAY STREET.

BLANKS FOR CUTTING.

G. Fensterer, Berlin.
W. H. Warrington, Toronto, 18 E. Front.

THE CROCKERY QUEEN.

Air—"Tommy Atkins."

You may praise the name of Mary or of Maud;
You may drain a glass to Sarah or to Kate;
But there's just one girl by every one adored;
And in this world you cannot find her mate.
It matters not if she is young or old,
Or if her hair is red or black or brown;
Just as soon as Bridget's landed,
With the plates she's heavy-handed;
So here's a toast to "Bridget!"—drink it down!

There are ladies famed in history and in song;
There are women fair of feature and of face,
Such as Venus and Diana and a throng
Of goddesses whose every act was grace.
But these ladies have for me no special charm;
It was only human hearts that they could break!
But my Bridget with a clatter
Smashes casserole and platter!
So here's a toast to her who cooks the steak!

There are stars who shine in beauty every night—
Madame Melba, Annie Russell and La Loie.
But it costs us good cold cash to see their light—
Naughty Sapho, Lady Huntsworth and San Toy.
But when all these stars have faded from the sky,
And no more their sparkling silver light is seen,
You may hear my Bridget smashing,
Breaking, nicking, chipping, crashing!
So drink to Bridget, dear, the Crockery Queen!

Oh Bridget, darling Bridget, you're the girl we love the most,
You're a blessing to our business, and to you we drink the toast.
May your hand be ever heavy! May you ever live and thrive,
To break the cups and dishes—for you keep the trade alive!

MRS. STORER'S CAREER IN CERAMICS.

THERE may be some people in the trade who are not entirely familiar with the ceramic career of Mrs. Bellamy Storer, who has recently come into international prominence through the newspaper controversy between her husband and President Roosevelt, and to these the following will prove interesting:

Like her father, she was always an admirer of the fine arts, but gave her attention more to china painting. She began this when about twenty-five years old, and was a leader in the women's clubs she organized to study art and kindred objects. Her interest in pottery was so all absorbing and intense, and her work presented such strong tokens of genius, that her father bought for her an old school building on Mount Adams in Cincinnati, O.; where she erected kilns and workrooms and gathered about her artists of rare skill in clay. The result of their labor was the famous underglaze of the Rookwood pottery, which has become known to lovers of the beautiful all over the world. It was called Rookwood in honor of the Longworth homestead, which bore that name because of the large number of crows or English rooks that swarmed in the timber tract surrounding it.

Miss Longworth, as she was then, struggled against great odds and many discouragements in winning recognition for the product of the Rookwood potteries. It was not until 1889 that she attained the pinnacle of success longed for by the artist. At the Paris Exposition of that year she was awarded the gold medal, and Rookwood pottery was accorded the recognition at home that had been denied it previous to that time.

In the following year a company was organized to manufacture Rookwood, and Bellamy Storer, who had married the originator of the ware in 1886, became its vice president. Mrs. Storer continued her active interest in the pottery, spending much time and thought in devoloping its beauties. Her efforts were rewarded by another gold medal from the Paris Exposition in 1900, and the grand prize for Rookwood.

While abroad with her husband during his connection with the diplomatic service she kept up her experiments. In Brussels and Madrid she had her studios, but gave her attention largely to working in bronzes. She had a Japanese artist to assist her in designing vases in bronze and the metal mountings of various figures. It was for work of this character that she was awarded the gold medal at Paris in 1900.

Pottery is one of the passions of Mrs. Storer's life, and the evidence of a strictly Longworth trait that shows in the intense devotion to some hobby or fad.

WILL BE ABBOTT'S STORE, INC.

ON January 1 the firm name of Silva & Abbott, Chattanooga, Tenn., will be changed to Abbott's Store, Inc. As previously announced, this change is attributable to the retirement of Mr Silva, who sails early in the new year for France, where he will pursue the study of art. Abbott's Store, Inc, is to be chartered with $25,000 capital and these officers: President, Edw. A Abbott; vice-president, Jos G. Raysdale.



THE LATE JOHN B. HIGBEE.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending December 18, 1906

ANTWERP

2	packages	glassware.....B Gunthel
3	"	" .....Chas Ahrenfeldt & Son
12	"	" .....Higgins & Seiter
128	"	" .....Miscellaneous Orders
1	"	earthenware.....Geo Borgfeldt & Co
5	"	" .....G F Bassett & Co
6	"	" .....Endemann & Churchill
5	"	" .....Fensterer & Ruhe
27	"	" .....Strobel & Wilken o
24	"	" .....Miscellaneous Orders
65	"	toys.....Strobel & Wilken Co
6	"	.....R H Macy & Co
4	"	" .....Geo Borgfeldt & Co
26	"	" .....B Illfelder & Co
14	"	" .....Miscellaneous Orders

COPENHAGEN

123	packages	glassware .....Fensterer & Ruhe
79	"	earthenware .....Geo Borgfeldt & Co

BREMEN

2	packages	glassware. ..... L Straus & Sons
9	"	" .....A Steinhardt & Bro
16	"	" .....Strobel & Wilken Co
174	"	" .....Miscellaneous Orders
61	"	chinaware. .....The Julius Levy Co
32	"	" .....L Heuman & Sons
32	"	earthenware..... Karl Hutter
84	"	" ..... Geo Borgfeldt & Co
44	"	" .....Knauth, Nachod & Kuhne
6	"	" .....L Straus & Sons
9	"	.....N Wapler
17	"	" ..... L Heuman & Sons
32	"	" ..... Strobel & Wilken Co
11	"	" .....Miscellaneous Orders
3	"	toys.....Hamburger & Co
28	"	" ..... Geo Borgfeldt & Co
3	"	" .....Samstag & Hilder Bros
14	"	" .....F A O Schwartz
25	"	" ..... Strobel & Wilken Co
85	"	" .....Miscellaneous Orders

HAVRE

132	packages	chinaware.....Haviland & Co
24	"	" .....F P Abbot
25	"	" .....Vogt & Dose
1	"	" .....Bawo & Dotter
8	"	.....Miscellaneous Orders
11	"	glassware .....E Utard

HAMBURG

18	packages	earthenware.....Strobel & Wilken Co
2	"	" .....Bawo & Dotter
1	"	" .....O Goetz
3	"	" .....Koscherak Bros
8	"	" .....Julius Palme
38	"	" .....L Straus & Sons
64	"	" .....F W Woolworth
2	"	" .....Miscellaneous Orders
42	"	chinaware.....The Julius Levy Co
28	"	toys.....Strobel & Wilken Co
12	"	glassware..... " "
25	"	" .....L Heuman & Sons
98	"	" .....The Julius Levy Co
6	"	harmonicas..... Strobel & Wilken Co

LIMOGES

128	packages	chinaware.....W L Briggs

SOUTHAMPTON

27	packages	chinaware.....Wm Guerin & Co
10	"	" .....Haviland & Co
1	"	" .....Paroutaud & Watson
31	"	" .....F P Abbot

LIVERPOOL

4	packages	earthenware.....L Straus & Sons
4	"	" .....Geo Borgfeldt & Co
4	"	" .....Bawo & Dotter
8	"	" .....J Davison
17	"	" ..... Maddock & Miller
13	"	" .....Meakin & Ridgway
8	"	" .....W S Pitcairn
12	"	" .....J S Robertson
11	"	" .....Higgins & Seiter
3	"	" .....The Rowland & Marsellus Co
13	"	" .....The Julius Levy Co
38	"	" .....Miscellaneous Orders
31	"	chinaware .....F P Abbot
25	"	" .....C Ahrenfeldt & Son
6	"	" .....Ceramic Importing Co
204	"	" .....Haviland & Co
40	"	" .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

30	packages	earthenware.....Jones, McDuffee & Stratton Co
22	"	" .....American Express Co
1	"	" .....R H Stearns Co
2	"	" ..... R F Downing & Co
18	"	" .....Mitchell, Woodbury Co
3	"	" .....Richard Briggs Co

ANTWERP

16	packages	earthenware.....Jones, McDuffee & Stratton Co
14	"	" ..... Geo Borgfeldt & Co
6	"	" .....American Express Co
9	"	" .....Miscellaneous Orders

IN THE HOUSEFURNISHING WORLD.

B. Loewus will establish a department store in Towanda, Pa., shortly.

* *

The Hilbert Woodware Co, Hilbert, Wis., has been incorporated with $25,000 capital.

* *

A charter has been taken out by the B F. Douglass Screen M'f'g Co. Capital, $25,000.

* *

The Pipp Department Store Co., Otsego, Mich., has been chartered with $10,000 capital.

* *

The broom stock of H. H. Deulf, 420 East 102d street, this city, was damaged by a recent fire.

* *

T. B. Dorn & Co.'s tinware store, Lynchburg, Va., was practically destroyed by fire a few days ago.

* *

Fowler, Dick & Walker, department store, Evansville, Ind., has been incorporated with a capital of $150,000.

* *

With $25,000 capital stock, the W. T. Mercer Co., of Wilmington, Del., has been incorporated to manufacture household and kitchen furnishings.

* *

J. Al Depew, of Delano, Pa, has purchased the department store of the William Penn Supply Co., in

Shenandoah, and will run it in conjunction with his Delano store.

* *

Wm. Henkel, Jr., has been appointed receiver in bankruptcy for Chas. Lanberg, housefurnishing goods dealer, formerly at 729 Tenth avenue, this city.

* *

How large the clothespin industry is may be gathered from the fact that no less than 1,260,000 five-gross boxes are manufactured every year in the United States alone.

* *

H. S. Williamson has sold his department store on East King street, Lancaster, Pa , to a former partner, J. R. Foster, and H. P. Cochran. The transaction involves about $200,000.

* *

Incorporation papers have been filed by Fowler, Dick & Walker, who operate department stores in Binghamton, N. Y., Wilkes-Barre, Pa., and Evansville, Ind. The capital stock is $150,000.

* *

A five story addition to H. Batterman's department store in Brooklyn, N. Y., was opened a few days ago. It represents 160,000 square feet of floor space, and practically doubles the facilities of the concern.

* *

Extensive improvements to the Alms & Doepke Co.'s establishment in Cincinnati have just been completed. With the new addition the store has a depth of 400 feet and is 102 feet wide, giving an area on each floor of over 40,000 square feet.

* *

The Livingston Dry Goods Co , Columbus, O., has been incorporated with Mrs. Louise Livingston at its head. This lady was identified with the Beall-Livingston Co., also of Columbus, until it was recently merged with the David C. Beggs Co., same city.

* *

Papers were filed recently incorporating the Armbruster-Dwyer Co , of Columbus, O., with a capital stock of $120,000. The new company will take over the department store in North High street, Columbus, which has been operated under the name of "Armbruster's."

* *

The Lyon department store, the oldest commercial establishment in Waukegan, Ill., recently celebrated the sixty-third anniversary of its existence. I. R. Lyon founded the business on Nov. 25, 1843, when he landed his stock of goods in Little Fort (now Waukegan) from a sailing vessel by using the fishermen's boats and lighters.

* *

It is announced that the Globe Department Store Co., which was chartered several days ago with $100,000 capital, either has or will purchase the business of the present Globe store in Binghamton, N. Y , and of the Bennett-Morgan Co., also of Binghamton. The former is a retail firm and the latter is engaged in wholesale business. The two houses will be merged into one large department store.

FIRE VISITS NATIONAL CHINA CO.

FIRE, supposed to have been caused by crossed electric wires, damaged the plant of the National China Co., East Liverpool, O , last Sunday afternoon to the extent of $30,000. It was a stubborn fire to fight, not being conquered for nearly three hours. The loss is almost wholly covered by insurance. Most of the damage was due to water. Necessary repairs have already been begun, and will be completed early in January.

"SOUVENIRS."

THEFTS from hotels by so-called "souvenir-hunters" have increased to such an extent that the hotel men of New York are about to form a protect tive association whose purpose will be to prosecute vigorously this petty form of thievery, which totals hundreds of thousands of dollars a year in this city alone.

The proprietor of one of the most widely-known hotels in Manhattan has suffered heavy losses in silverware in the last ten years and has devised a plan for his own protection that will be followed by the members of the organization.

When he placed his last order for a set of silver plate he had a special pattern designed He visited every silversmith in New York and appointed a representative whose duty it was to watch for silverware of his exclusive design which might be brought in for repair or alteration to conceal its identity. A liberal reward was promised to the employee who should recog-

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York

G D & Cie AVENIR LIMOGES FRANCE TRADE MARK.

ROYAL CROWN DERBY

GENUINE ONLY WITH TRADE MARK THUS

ROYAL CROWN DERBY TRADE MARK.

F W. JENKINS & Co AGENTS

25 WEST BROADWAY N Y

nize any piece of silver presented for alteration Two days after the arrangement was made he was called up by telephone by a big establishment and informed that a woman had left a silver dessert spoon to be gilded.

A letter was written to the woman asking where she had bought the spoon The answer came from a downtown business man, who requested that all further communications on the subject be addressed to him. He was informed that the piece of silver must be returned immediately or prosecution for larceny would follow. The spoon had already been gilded, and presented to a friend of the woman who had taken it from the hotel table, and she was obliged to ask for the return of the present, which was restored to the rightful owner.

The average annual charge to the debit of the profit and loss account of a hotel like the Astor, the Savoy, the Holland, or the Waldorf-Astoria is between $15,000 and $20,000, and this applies almost entirley to silverware. How many thousand towels and fine table napkins are stolen every year, is almost beyond computation.

AS IT'S SUNG DOWN BOSTON WAY.

A BOSTON subscriber sends us a new version of "Everybody Works But Father." He intimates, too, that it is being yodled in a most successful way just at present by such distinguished possessors of vocal ability as H. M, Hollander, S. Y. Pierce, H. S. Marshall, J. J. Curry, J. J. Reed, Geo. A. Granville, Chas. W. Coburn, J. W. Kelly, N. H. Gardinier and A. T. Otis. The improved version follows:

Every one labors except our distinguished progenitor.
He reposes in a recumbent position within our residence through the day,
His pedal extremities idling upon the bronze of the steam radiator,
Serenely engaged in extracting nebulous atmosphere from a tobacco receptacle of mundane matter.

Our maternal 'mentor receives soiled linen for the purpose of cleansing it,
And in this connection I should include the filial Ann.
Indeed, everybody is engaged in some variety of occupatiou in our domestic habitat,
Excluding, as primarily suggested, our distinguished progenitor.

NEW POTTERY IN ZANESVILLE.

GEO. S. BRUSH, for many years with the J. B. Owens Pottery Co., is at the head of a new pottery concern that will shortly establish a plant in Zanesville, O. The firm, which is known as the Brush Pottery Co., has filed incorporation papers with $25,000 capital. Besides Mr. Brush, the incorporators are E. D. Thompson, Thomas Spriggs, F. L. Mooney, W S. Freed, Harry E. Stewart and W. C. Mooney.

SPECIAL NOTICES.

HELP WANTED.

A FIRST-CLASS European (German) manufactory of ceramic and other transfers desires the services of traveling man for the United States. Only those well acquainted with this branch should apply, stating age, salary and experience. Address Box 436, this office.

CUT GLASS SALESMAN—New York City and Middle West. Man who is acquainted with the jobbing and department store trade, and able to increase present business. Address Box 438, this office

SITUATIONS WANTED.

WANTED—By a man of long experience and extensive acquaintance, position as either local or traveling salesman for a pottery making first-class goods. Address SALESMAN, this office.

GENTLEMAN thoroughly conversant with the crockery trade would like appointment as buyer for American house in the Staffordshire potteries. Apply T. G. WOOD, Wolstanton, Stoke-on-Trent, England.

ENGLISHMAN with large wholesale experience in the pottery trade seeks a position as salesman or otherwise. Can furnish first-class New York reference. Address Box 440, this office

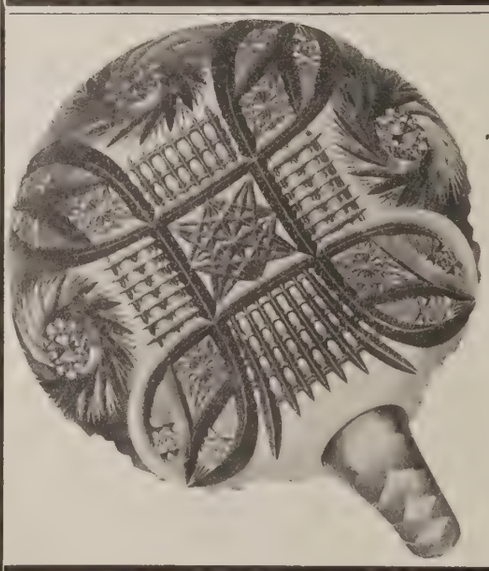
A THOROUGHLY-POSTED china and housefurnishing buyer with twenty years' experience desires to make a change January 1st, 1907. Best reference furnished Address Box 441, this office.

WANTED—A man experienced and thoroughly posted in crockery, china, lamps and glass wants a position for 1907 as manager and buyer in department store or assistant in large concern. Address Box 439, this office.

BUSINESS OPPORTUNITIES.

A FIRST-CLASS German china firm well acquainted with the American trade, and which has connections with the best china works in Germany and Bohemia, is open to act as commission merchants for good American houses. Address CHINA, this office.

FRY CUT GLASS
QUALITY TESTED



Those who have tested the quality of Fry Glass buy it again.

Highest Honors at Lewis & Clark Exposition.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

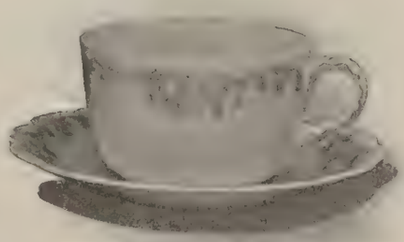
The Geo. H. Bowman Company,

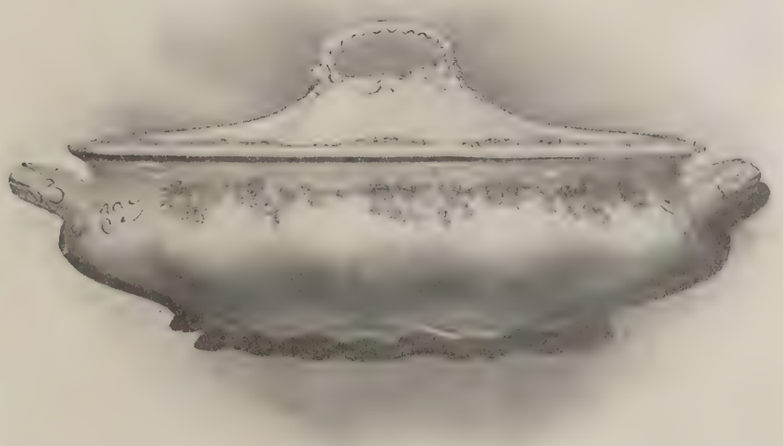
IMPORTERS,

Cleveland, Ohio, and New York, 39 Murray St.

Johnson Bros.' Latest Productions in Dinner Ware for 1907 delivery.







Morning Glory Pattern.

Pink Flowers with Green Leaves in Soft Velvet Effect.

The advantage we offer the trade on these lines is that we shall carry open stock for matchings, both in Cleveland and New York. We invite inspection of our lines.

We've Christened It "Radura."

THE name is derived from the first two letters in the names of Messrs. Radford, Dunn and Raile, and has been applied to the new matt green line that will appear after January 1. Besides twenty-five shapes in vases, the "Radura" items include two styles of jardinieres in all sizes from four inches upward.

TWO NEW SHAPES IN "JARS."

They are clothed in colored glaze effects, and fully deserve to be characterized as beauties. Something new in price as well as shapes.

SOME OF THE OTHER OFFERINGS.

The assortment includes jugs, umbrella stands, jardinieres and pedestals, vases, cuspadores, mixing bowls and grass-growing pigs.

A. Radford Pottery Co.,

CLARKSBURG, W. VA.

W. H. Dunn & Co.,

54 Murray St., New York.

Limoges and Carlsbad China

For Import.

Charles Ahrenfeldt & Son.

50, 52 and 54 Murray St., New York.

Paris. Limoges. Carlsbad. London.

The POTTERS' CO-OPERATIVE CO.

Dinner line is the most artistic, largest, and the strongest ever
Run by us, and we are positive it will meet your
Expectations. Our big line of
Specialties contains some of the bargains of the
Day. Also the best and most complete line of Toilet
Ever shown. Our Hotel China has
Never been equalled. Have you seen our lines?

DROP US A CARD.

The POTTERS' CO-OPERATIVE CO., East Liverpool, O.



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects. This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glasa.

Separate catalogues of the different branches of our business furnished on request.

— BRANCH SHOWROOMS: —

New York, 29 Murray St.
Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block.
St. Louis, 617 Granite Building, 4th and Market Sts.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 271 Stevenson St

H. M. Brackenridge, Pres't. **L. R. Hartley, Sec'y.** **J. D. Wilson, Treas**

TARENTUM GLASS CO.,

TARENTUM PA.

Manufacturers of **PRESSED GLASSWARE.**

New York Office, 24 Park Place. D. R. Marshall.

Western Representative, S. O. Hamilton.





Pouyat China

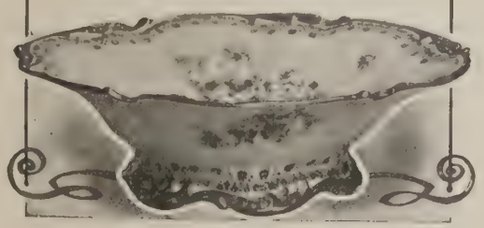


There is a Personality

in POUYAT CHINA that is self-assertive. It is an individual personality of form and decoration artistically combined to produce permanent pleasure.

That is the subtle reason why POUYAT CHINA commands instant attention. It tells its own story of superior excellence at first glance.

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37 Murray Street. New York



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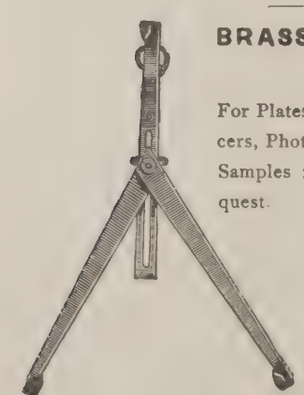
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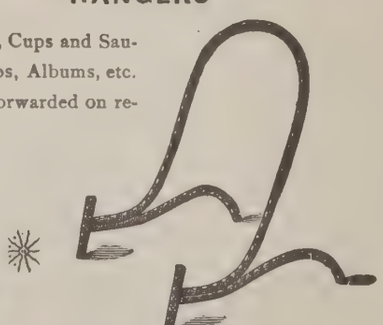
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TO THE JOBBER!

If interested in Decorated Jobbing Packages send for illustrations of

12 Dozen 10-cent No. 2349 B Assortment.

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You will find them winners and money-makers.

The D. E. McNicol Pottery Co., East Liverpool, O.

Boston Agents: Chase & Francis, 122 Pearl St

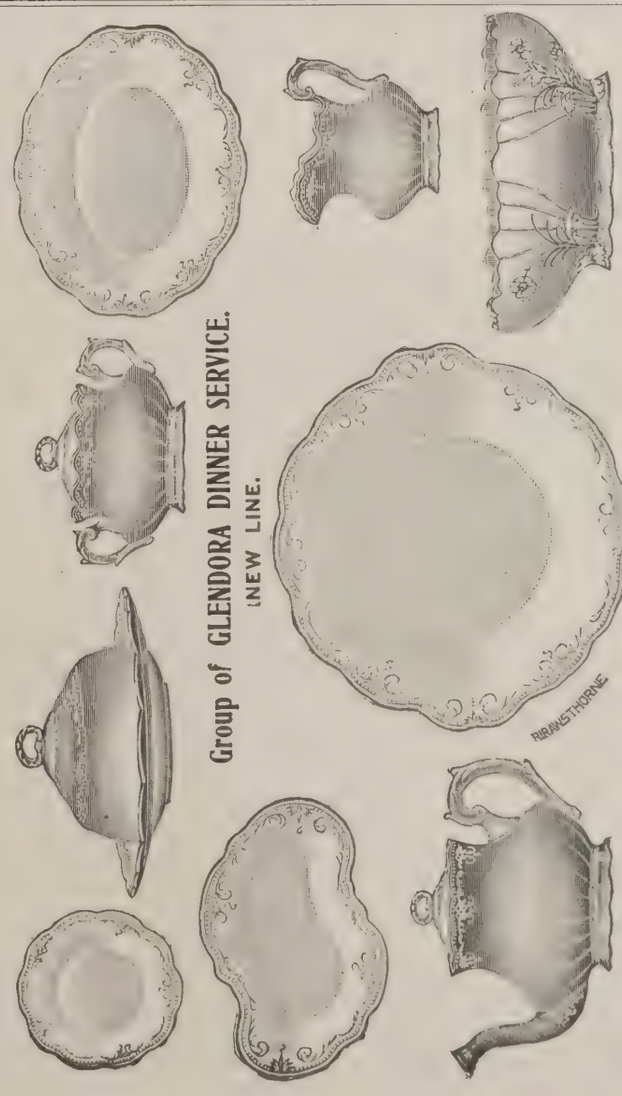
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HAVING added to our force of operatives last January so as to accumulate more stock for fall business, we are now in position to make prompt shipments of Specialties, Dinner and Toilet Ware, in either decorated or white.

Two hundred and sixty-four specialties, five shapes of dinner, and five shapes of toilet ware.

WARWICK CHINA CO.,
Wheeling, W. Va.

New York Salesroom,
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Syracuse China,

Manufactured by

Onondaga Pottery Co.,

Syracuse, N. Y.

Awarded Grand Prize, Louisiana Purchase Exposition.

"Prescut" Glass.



BRIGHT, CLEAR GLASS.

GRACEFUL SHAPES.

BEAUTIFUL DESIGNS.

IN addition to "Prescut" we make a full line of Bar Goods, Light Pressed Stemware, Pressed One-Piece Lamps, Blown Lamps, plain and decorated, and General Tableware.

BRANCH OFFICES IN ALL LARGE CITIES.

When buying Tableware, look for the mark of quality, "Prescut."

McKEE-JEANNETTE GLASS WORKS,
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The Duncan & Miller Glass Co.

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Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast, Enameled, etc.

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The St. Louis Crystal Glass Co.

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Specialties—Chimneys; Founts; Lantern Globes; Opal Shades; Cut Globes Incandescent Shades; Arc Globes and Hall and Gas Globes, in all shapes and colors: Opal Eggs: Bottles: Fish Globes.

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In Crockery, Glassware, China, Lamps, House Furnishing Goods and Novelties

JONES BROS., Cor. Pearl and Water Streets

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Rooms 10, 11 and 12, No. 8 Wood St. Pittsburg Pa

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Improved Tank & Pot Furnaces, Gas Producers, etc

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Pure Saxony Manganese { Coarse Crystals for Tank Glass. Powdered for Pot Glass.

THE NEW
Thompson House,
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M. J. McGRAW PROP.

Everything has been remodeled and refurnished.

Steam heat and electric lights in all rooms.

Electric bells through the house and all modern conveniences.

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Manufacturers of

FINE LEAD GLASS
BLOWN TUMBLERS,

Handled Sherbets, Finger Bowls, Jugs, etc.,

Plain cut, needle-etched, copper wheel engraved, sand blast and decorated, for bar, hotel, brewers liquor dealers and family use.

WE make large lines suitable specially for Department Store trade in plain, cut and needle-etched goods, of excellent quality. Your trade s solicited, and perfect satisfaction guaranteed.

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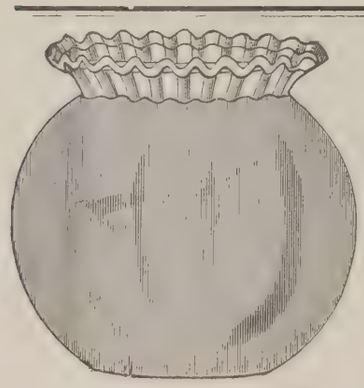
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Fish Globes,
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SEND FOR PRICES.

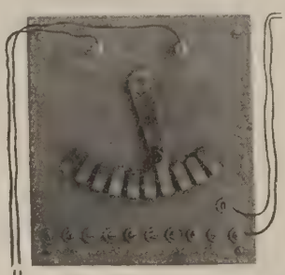
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No. 324.
Punch Bowl.



SWITCHBOARD

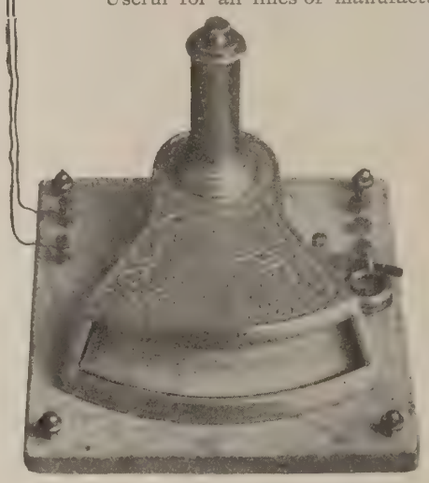
Price's
Perfect
Pyrometer.

For accurately measuring temperature of melting, heating and annealing furnaces.

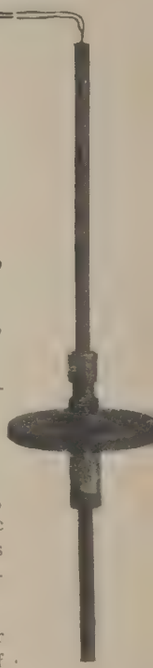
A perfect regulation of the temperature of furnaces, lehrs, potters' kilns, decorating kilns and lehrs may be obtained by use of this instrument.

Useful for all lines of manufacture employing heat and power, for scientific tests, colleges and universities.

Guaranteed for temperature of 3,000° Fahr.



PYROMETER-GALVANOMETER



THERMO-COUPLE

H. L. DIXON CO.
No. 8 Wood St.,
PITTSBURG, PA., U.S.A.

The Roessler & Hasslacher Chemical Co,

General Office: 100 William Street, New York,

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MANUFACTURERS OF

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GLASS—COLORS—POTTERY
ON GLAZE AND UNDER GLAZE.
LIQUID LUSTRES FOR GLASS AND CHINA.
MADE IN AMERICA.



Fac-simile of Label.

POTTERS', GLASSMAKERS' and ENAMELERS' MATERIALS.

CORRESPONDENCE SOLICITED

The New "Skirt" Shade.



No. 9755—770. 5½-in

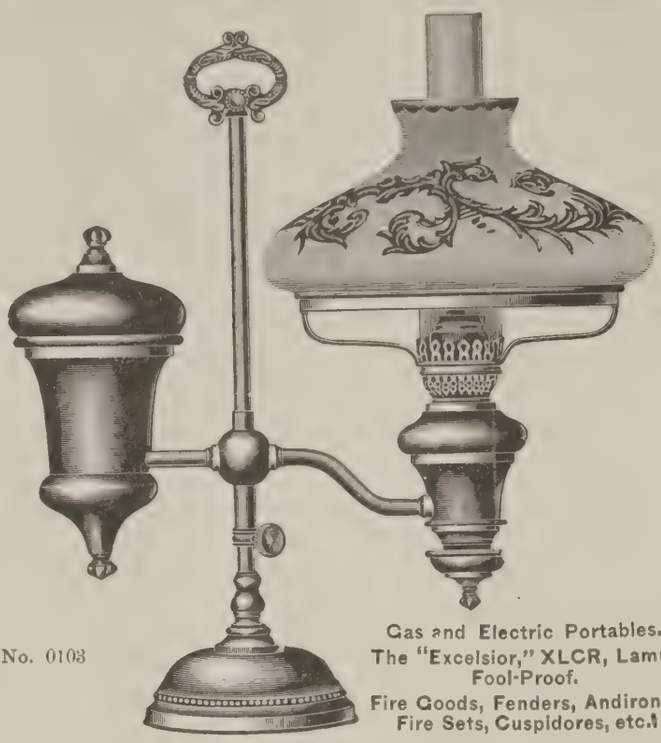
ONE of the most radical, serviceable and ornamental of modern shade innovations. Made for gas and electric portables, Welsbach burners and electric fixtures. Shade fits on outside of holder. Takes the place of fringe. Patent applied for. Trade is invited to call and examine it.

The Phoenix Glass Co.

NEW YORK:	PITTSBURG:	CHICAGO:
15 Murray St.	2d Nat. Bank Bldg.	206 Wabash Ave.

"PERFECTION" STUDENT LAMPS.

The Standard of the World for forty years Sixty different styles.



No. 0103

Gas and Electric Portables.
The "Excelsior," XLCR, Lamp.
Fool-Proof.
Fire Goods, Fenders, Andirons
Fire Sets, Cuspidores, etc.

MANHATTAN BRASS CO.,

Established 1865.

Office, 332 East 28th St., New York City.

Rolling Mills and Factories
7th and 28th Sts. and 1st ave

Western Sales Office,
40 Dearborn St. Chicago, Ill.

Makers of Kerosene Lamps and Burners, Portables, Fire Goods, Cuspidores, etc.

Roseville Pottery Co.

COMPARISON OF PRICES.

The Roseville Pottery Co. always invite a comparison of prices. This applies to all lines, from the Rozanes to the cheaper grades of utility ware.

The prices will be found as reasonable as is consistent with the highest standard of quality always maintained by us.

No catalogue is issued, but we are glad to send samples, or a traveler, on inquiry.

Full lines can be seen at 25 West Broadway, New York City; Room 809, Masonic Temple, Chicago; 102 Pearl St., Boston, or at the factory in Zanesville, Ohio.

A cordial invitation to inspect is extended to all.

The Roseville Pottery Co.,

ZANESVILLE, OHIO.

NOW FOR YULETIDE.

CHRISTMAS is everywhere, and exciting more interest than for years past. The wonderful prosperity of the country enables the humblest to indulge their tastes according to their light.

Our Decorated Lamps, Shades and Globes are in harmony with the demand and suitable for any class of trade, from the cheapest to the best. We tell our whole story in three words,

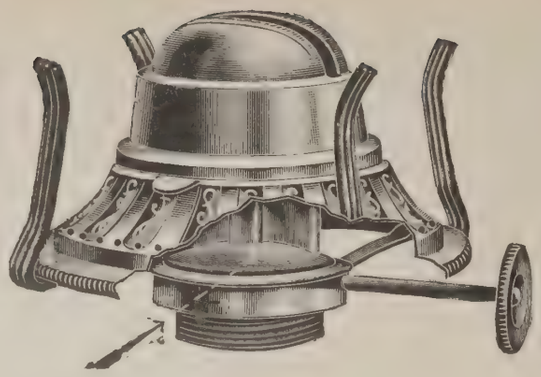
NOTHING BETTER MADE.

Come, look, and profit by the knowledge.

GILL & CO., Inc.

Philadelphia:	New York:	Boston:
15 N. Ninth St.	25 W Broadway	141 Franklin St.

AVOID FIRE!



If you want good Lamp-Burners, buy

THE BANNER.

ALL BRASS.

THE screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw-part open, so that dust, dead insects, or charred portions of wick may collect, and, becoming saturated with oil, are liable to catch fire.

OURS DON'T.

SEND FOR OUR CATALOGUE OF BURNERS AND LAMPS.

The PLUME & ATWOOD MFG. CO.,

Waterbury, Conn.

29 Murray Street, New York.

199 Lake Street, Chicago

BRADLEY & HUBBARD MFG. CO.

ASK EVERY BUYER TO SEE THEIR LINE OF

New Goods

Which is the Largest and Most Artistic in Design and Finish ever Shown. Superior Mechanical Construction maintained and cannot be Excelled.

GAS AND ELECTRIC LIGHT FIXTURES

Electric Reading Lamps and Standards

GAS PORTABLES

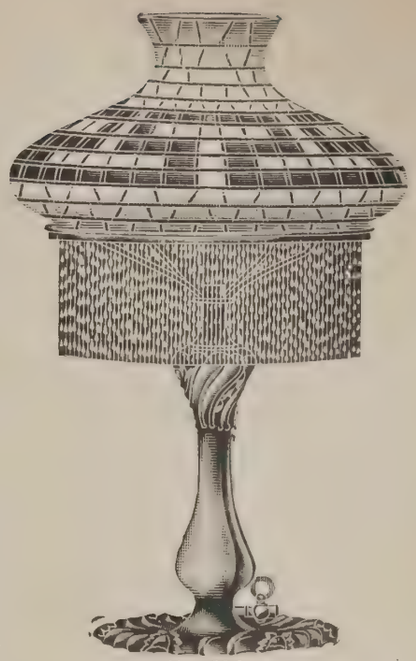
B & H Lamps. Art Metal Goods.

ANDIRONS, FIRE SETS, ETC.

SAMPLES AT OUR SALESROOMS:

BOSTON	NEW YORK	CHICAGO
184 Franklin Street	26 Park Place to 21 Barclay Stree	505 Heyworth Building

Factories and Main Office, Meriden, Ct.



No. 626.

Pittsburgh Lamp, Brass & Glass Co.

PITTSBURGH, PA.

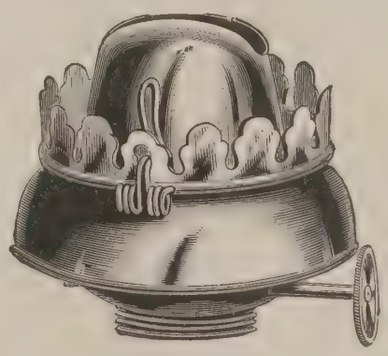
BRANCH OFFICES AND SALESROOMS:

New York, 82 West Broadway
Philadelphia, 731 Arch St.
Chicago, 167-169 Wabash Ave.
Baltimore, 122 West Baltimore St.
Buffalo, N. Y., 611 Main St.
Cleveland, O., 203 Caxton Bldg.
Cincinnati, O., 110 E. Third St.
Boston, 127 Federal St
Detroit, Mich., 99 Woodward Ave.
Indianapolis, Ind., 22 S. Capitol Ave.
Minneapolis, 118 Fourth St., North.
San Francisco, York St., near 20th.
Denver, Col., 1517 Lawrence St.
Seattle, 1045 Summit Ave. North
Salt Lake City, 129 E. Third South St.
St Louis, 701 Locust St
Des Moines Ia., Rooms 9-10, News Arcade B'ld'g.

Call and See Our Line.

WE SHOW ONE STYLE HERE.

We MAKE Over a Thousand Styles.



Kerosene Lamps, Burners, Rings, etc
Gas Portables, Burners, Rings, etc.
Electric Portables, Rings, etc.
Lard Oil Burners, Collars, Rings, etc.

EDWARD MILLER & CO.

Manufacturers — Established 1844.

STORES:

New York, 28 and 30 West Broadway. Boston, 68 Pearl St.
San Francisco, 578 Mission St. Chicago, 48 La Salle St.
Philadelphia, 889 Market St.

Factories and Salesrooms: MERIDEN, CONN.

Kennard L. Wedgwood,

No. 25 West Broadway, New York,

ROOM 23

REPRESENTATIVE IN THE UNITED STATES AND CANADA OF

Josiah Wedgwood & Sons, Ltd.,

Etruria, England.

Salt & Nixon,

CHINA,

Longton, England.

Arthur Wood,

TEAPOTS,

Longport, England.

ALSO

Henry Barnard & Sons

SILVERSMITHS,

London, England.

FULL lines on view, except Enameled Earthenware Plates, Salad Sets and Banded Jugs, which are still controlled by the Rowland & Marsellus Co.

Limoges and Carlsbad China

For Import.

Charles Ahrenfeldt & Son,

50, 52 and 54 Murray St., New York.

Paris. Limoges. Carlsbad. London.

HAVING added to our force of operatives last January so as to accumulate more stock for fall business, we are now in position to make prompt shipments of Specialties, Dinner and Toilet Ware, in either decorated or white.

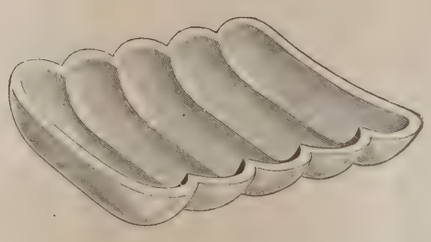
Two hundred and sixty-four specialties, five shapes of dinner, and five shapes of toilet ware.

WARWICK CHINA CO.,
Wheeling, W. Va.

New York Salesroom,
66 West Broadway.

CATALOGUES ON APPLICATION.

Soap Slabs.
Salts and Peppers.
Opal Novelties.



Gillinder & Sons, Inc.

135 Oxford St., Philadelphia.

Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.

IROQUOIS CHINA on view at PITTSBURG.

For a few days beginning *January 3d* this well-known china will be shown by *Mr. W. F. Ellisson* at the *Hotel Henry,* Pittsburg, Pa.

HERE'S A CHANCE TO INSPECT A GOOD LINE.

THE CHINA **IROQUOIS** THAT'S ADVERTISED.

CHINA

IROQUOIS CHINA.

That's the china being advertised extensively; and from the inquiries we are receiving from magazine readers as to where it can be procured in their city, we know it is making a big impression. All these inquiries are turned over to local dealers and they are reaping the benefit. Are you in line? Let us send you our catalogue, price list, advertising helps, etc.

IROQUOIS CHINA CO., Syracuse, N.Y.

Pottery at Solvay, N. Y.

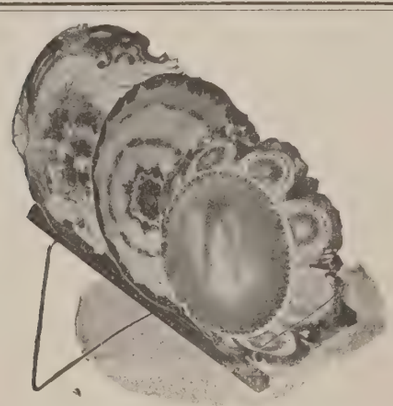
C. DORFLINGER & SONS, 36 MURRAY ST., NEW YORK.

Manufacturers of plain and cut

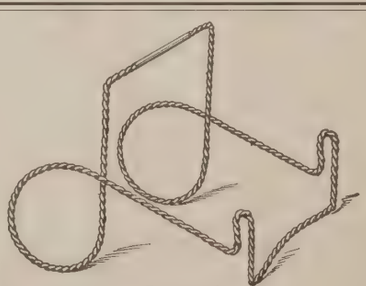
TABLE GLASSWARE

of the highest quality.

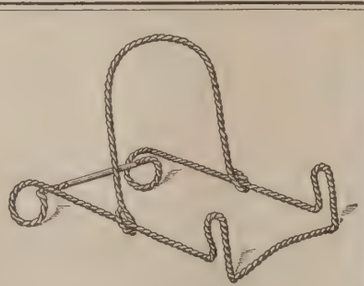
Works: White Mills, Wayne County, Penna.



Patented
No. 337 Elevated Salad Rack



Patented
No. 0111 Gilt Plated Easel
No. 0112 " " "



Patented
No. 0355 Adjustable Easel
Gilt Plated



Patented
No. 331 Elevated
(Also for Plates)

YES! AND MANY MORE JUST AS GOOD ARE SHOWN IN OUR CATALOG.

Manufacturers, **J. B. TIMBERLAKE & SONS,** Wire Specialists,

Wire Racks, Easels, Hangers, JACKSON, MICH. Lamp Brackets Wire Coat Hangers.



Fostoria Glass Co.,

MAKERS OF

Glassware of Quality,

Moundsville, W. Va.

Send for our new catalogue and keep informed regarding our lines. We are constantly adding to our already immense lines of

Pressed Tableware,
Fine Blown Jugs and Vases,
Candelabra Ware,
Pressed and Blown Bar Glassware,
Needle Etched and Plate Etched Ware,
Decorated Lamps,
Gas and Electrolier Shades.
Opal Novelties.

The Home of Patented

Nearcut GLASS.

Nearcut means quality.

Nearcut means profit.

THE

CAMBRIDGE GLASS CO.

Cambridge, Ohio.

OUR STOCK PATTERNS IN TABLEWARE:

Marjorie, Dorothy,
Paul Revere,
Sunburst, Fernland.

We make Tumblers, Tableware, Show Jars, Tobacco Jars, Cigar Jars, Candy Jars, Cake Covers, Fish Globes, Bar Glassware.

SEND FOR CATALOGUES AND ALL INFORMATION.

Pouyat China

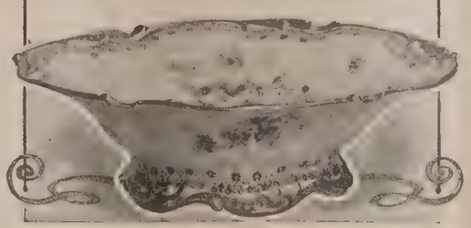


There is a Personality

in POUYAT CHINA that is self-assertive. It is an individual personality of form and decoration artistically combined to produce permanent pleasure.

That is the subtle reason why POUYAT CHINA commands instant attention. It tells its own story of superior excellence at first glance.

PAROUTAUD & WATSON
Representing J. Pouyat
37 Murray Street. New York



H. A. McNicol, Pres.

The Potters' Co-Operative Co.,

THE DRESDEN POTTERY,

East Liverpool, Ohio.



"GOLDEN HARVEST" DINNERWARE

DRESDEN HOTEL CHINA,

Cable Shape,

AND SPECIALTIES.

T. A. McNicol, Sec. and Treas.



China, Glassware, Dolls, Toys, Jobbing Lines— Spring Delivery. Import Samples. Now on Show.

THE displays of past years are quadrupled in this year's B. & D. showing of German, Austrian and French fancy china lines and dinner ware for "Spring Import." Leaders in jobbing Dolls, Teddy Bears, etc.

Large buyers will inspect this notable display as soon as possible, realizing that early deliveries are contingent upon early orders.

BAWO & DOTTER

26 to 34 Barclay St., New York.

CROCKERY AND GLASS JOURNAL

NEW YORK, DEC. 27, 1906.

THE CONDITION OF BUSINESS.

New York. Christmas has come and gone, and while there is little doing in some lines, in others there is quite a brisk trade. Holiday specialties, of course, are out of the running; but the special sales which always take place right after the first of January have been the occasion of considerable demand. Buyers are already making their arrangements for the spring trade, and it looks as if the dull period would be of very short duration. Some of the importers, anticipating just such conditions, have their samples of staples already on view, and have booked and are booking considerable orders.

The cheap German lines bid fair to command even more attention than they did last year, and profiting by past experiences the jobbers will no doubt get their orders in as early as possible to insure delivery.

The increasing demand for French goods is very noticeable. Factories are well supplied with orders for spring delivery, and indications point to an extremely heavy demand for the fall.

English earthenware and china for the first time in many years have shown an increase instead of a decrease in the number of crates arriving. While there have been large sales of china, earthenware has also been in more active demand. The increase in values is accounted for by the china imports, but the increase of about 7,000 crates must be attributed to the imports of earthenware.

The wonderful prosperity of the manufacturers of American crockery, as indicated by the reports at the late potters' convention at Washington, is most encouraging. And the end is not yet. With their order files filled, the customary holiday shut-down will be made as short as possible, and as soon as the necessary repairs are made the plants will be humming again. The recent advance in prices is so small as to be no hindrance to the marketing of goods

The glass men are looking for big things. The exhibition at Pittsburgh will soon be open, and there is every reason to believe that the hopes of the manufacturers will be realized.

Lamp manufacturers who cater to the jobbing trade will be ready in ample time. Some of the lines are already completed, and the others are so nearly ready that a week or ten days will be sufficient to get all the samples in order

The housefurnishings man will have enough to do to fill back orders to keep him busy for some time, and new orders are already coming in with sufficient frequency and in large enough volume to insure a continuance of the big business which has characterized these lines for so long a time.

Retail trade has been all that anyone could wish.

A tour of the retail shops reveals a remarkably small variety of desirable goods left to purchase. In fact, shoppers who delayed their Christmas purchases until the week preceding the holiday found very small pickings. With such a condition retailers must of necessity be in the market early.

Trenton.

Despite the splendid results achieved during the year about to close, the Trenton manufacturers have every confidence in even greater success during 1907. That conviction has prompted them to make more extensive and costly preparations during the past few weeks than ever before. While few new shapes will emanate from this district, the decorations are of a far greater range and variety than usual. A number of the traveling salesmen have been here within the past few days, and they invariably express absolute satisfaction with the lines that they are to carry. Because of the holidays the process of manufacture at all of the plants has been interfered with this week. But this interruption permits the taking of stock, making of slight repairs and other inside work that is found necessary at this time every year.

East Liverpool and Vicinity.

That the outlook for next year's business is bright is illustrated by the fact that the Western potteries have very brief holiday suspensions. Over half the manufacturers stopped work at their plants only on Christmas Day, and one actually worked half a day on that holiday. The prevailing cry is that business is too heavy to stop. All that the manufacturers hope for is a good gas and coal supply for the new year. With plentiful fuel records will be smashed throughout the entire district.

The manufacturers are already booking business on the new scale. Orders commenced to arrive from some of the largest buyers throughout the country as soon as the new list became known.

Pittsburgh and Vicinity.

The factories in this district are all hurrying as fast as possibe to get the business of the old year cleared up. The markets have been strong throughout the entire year, and the workmen have made more money in 1906 than for years past. There have been very few labor difficulties, and the shutdowns have been of very brief duration. With the coming of the new price lists, which are scheduled to take effect next week, the manufacturers hope to see profits larger than in the past year, and a greater volume of business also.

AS we go to press the banquet of the Salesmen's Association is in progress. Our next issue will contain a full and complete report of the affair.

HARBINGERS OF THE COMING YEAR.

"SWEET and Twenty" is the subject of the design that ornaments the 1907 calendar from the Huntington China Co., a copy of which has just reached us The young lady who posed for the design is undoubtedly "sweet," and, so far as poor mankind is usually able to determine, is about "twenty." She is reproduced in strong relief on a pure white surface. Her blonde locks, creamy complexion, lavender and green gown, and highly graceful posture, form a picture that is artistic in a superlative degree. The bow of lavender silk at the top of the calendar permits it to be suspended from any convenient nail or hook. The Huntington concern can rest assured that its calendar will prove extremely popular.

A reproduction of Wm. H. Drake's splendid painting, "Death of the First-Born," occupies the centre of the 1907 calendar from the Potters' Supply Co, of East Liverpool. It is an unusually fine piece of work and is destined to make this calendar one of the most popular in the trade. The painting depicts a lion cub lying dead on the sand wastes of the Soudan. The mother has found him, and her cries have brought the lion. The expression of bewilderment, anger and terror on their faces forms a remarkable picture.

We acknowledge receipt from the Riverside Glass Co., Wellsburg, W. Va., of two sets of desk furniture that are excellent examples of pressed glass. They have been put to immediate use.

IN THE HOUSEFURNISHING WORLD.

The Keuka Park, N.Y., Basket Co. has been incorporated. Capital, $100,000.

* *

Burden, Smith & Co.'s department store, Macon, Ga., was recently destroyed by fire.

* *

Stiver & Smith, housefurnishings, etc., Goshen, Ind., suffered a loss of about $40,000 by fire recently.

* *

Thompson & Felde's department store, Barnesville, Minn., suffered a loss of $7,000 by fire recently.

* *

A company, headed by Wm Keogh, is to erect a factory in Omaha, Neb., for the production of woodware.

* *

The U. S. Fireless Cooker Co., Sanford, Me., has been incorporated to manufacture cooking utensils. Capital, $300,000.

* *

The Wolff-Lane Hardware Co., the L. H. Smith Woodware Co. and the Reineke-Wilson Co., all of Pittsburg, Pa, have filed a petition in the United States district court asking that J. A. Little, a mer-

chant of Washington, Pa., be declared a bankrupt. The claims of the petitioners amount to $537.91.

* *

An annex to Wm. F. Gable & Co.'s department store, Altoona, Pa., has been opened. The building contains four floors, is 25 x 100 feet, and adds about 15,000 square feet to the store's floor space.

* *

An extensive addition has been built to the department store of W. L. Milner & Co., Toledo, O. The building now has a frontage of 240 feet and a depth of 120 feet, and consists of six floors and basement.

* *

The Des Moines, Ia., Department Store Company will take the first steps toward making the Lliad block in that city into a department store on January 1, when the excavation and the enlargement of the basement will begin.

* *

The explosion of a gasolene lamp in the Latimer Bros. & Dunn department store, Aliba, Ia , recently while the store was crowded with holiday shoppers, destroyed the stock and caused a panic during which several persons narrowly escaped injury. The loss was $20,000.

* *

One of the features of the new addition to the Marshall Field store in Chicago will be a smoking and lounging room for men who are compelled to wait while their wives or friends are shopping. This idea has been adopted by one or two of the leading stores in London, but it is quite an innovation in this country.

AN EXPENSIVE BIT OF CHINA.

A LITTLE piece of Dresden china eleven inches in height, representing a lady wearing a crinoline and carrying a pug dog, has just been sold at auction in London, Eng., for a trifle over $5,000. The sale took place at Christie's rooms, and so rare is the little piece of chinaware that the struggle for its possession was positively keen. The fight eventually became a duel between Mr. Philpot and Mr. Duveen, and when the latter at last became the possessor of the ornament it had cost him nearly $500 an inch.

SAD ENDING.

A YOUNG clerk grown up in the employ of a prosperous German grocer was by reason of his ability and knowledge of all the details virtually intrusted with the management of the business, and, although given frequent advances of salary, began to feel that his services were absolutely indispensable and not properly appreciated from a money point of view. He laid the matter before his employer, placing particular stress on what a difficult matter it would be to operate the business without him. This claim was admitted by the employer, who inquired further:

"But, Chon, vat if you should die?"

"Oh, then you would have to get along without me," remarked John.

After a few minutes' deep thought the employer looked up at John and said:

"Vell, Chon, chust gonsider yourself deat."—*Harper's Weekly.*

BUSINESS BRIEFS.

F. W. Woolworth & Co.'s five- and ten-cent store, Kingston, N. Y., was recently damaged by fire.

With a capital of $20,000, the Grand Rapids, Mich., Notion and Crockery Co. has been chartered.

Fire in the warehouse and factory of the East End Mantel and Tile Co., Pittsburgh, Pa., recently caused a loss of $15,000 to the stock of mantels, chandeliers and art lanp shades.

A petition in bankruptcy has been filed against the Transcendent Lamp Co., 10 First street, this city. The business was started about eight years ago and was incorportaed with $60,000 capital, which was increased last year to $100,000.

Higgins & Fraze have taken possession of their new department store at the corner of South Main and Sprin3 streets, Fall River, Mass. The crockery department, located in the basement, is managed by Geo. S. Coleman and Ernest R. Wilson

M Rich & Bros. Co , Atlanta, Ga., who are installing a crockery department in their new store, will take possession of a portion of this building about January 15. It will be some weeks later, though, before the structure is entirely ready for occupancy. The store represents a cost of $100,000 and an additional $25,000 for fixtures.

ROOM ON ANY FLOOR.

"GIVE you the only room left in the house to-night," said the room clerk, as he dipped a pen and started to hand it to the new arrival.

"Where is it?" asked the man. "What floor is it on?"

"Any floor you like; top, middle or office."

"Don't kid me, young fellow. I want to sleep on the top floor."

"All right. Front! Boy, put a cot in the cage at midnight and tell Bennie to let the elevator remain at the top floor till morning."

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES,

92 West Broadway, New York.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada..... $2.00
All Foreign countries in the postal union 4.50
Single copies ..... .10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange.

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 27, 1906.

IN wishing the trade a Happy New Year, we congratulate them on the prosperity which has followed their efforts, and hope that the coming year will be fully as good. Indications all point in that direction The unprecedented demand for goods at the present time is a fair augury of what is to come, and the wish for a prosperous new year will undoubtedly find its realization.

WHERE IGNORANCE IS BLISS, ETC.

IT is invariably a dangerous experiment for the average writer on a daily newspaper to express his individual opinion upon a technical subject of which he is ignorant. The pottery and glass industries have been frequently misrepresented in this manner during past years. The most recent occurrence of the kind followed the selling-price conference of the United States Potters' Association in Pittsburgh, ten days ago. A reporter for the *Dispatch*, of that city, impressed with the notion that he had unearthed a sensation, declared with ludicrous gravity in that paper that the increase in prices represented eighteen per cent., and that, in consequence, "the American people would be out of pocket $2,880,000 "

The utter absurdity of the statement justifies ridicule rather than serious criticism. In the first place, the misguided Pittsburgh penciller based his conclusion upon the supposition that the increased prices concern all of the $16,000,000 worth, or less, that the American potteries produced during the year about to close. He either did not know or was intentionally indifferent to the important fact that the increase applies only to undecorated goods, which represent a small proportion of the present-day product. Not a piece of decorated ware will be affected one way or the other by the advance. Anyone conversant with the business will readily realize how comparatively insignificant is an increase in white goods prices as against a decorated ware advance.

The Pittsburgh writer further assured the reading public that the increase would reach eighteen per cent. It is pretty hard to figure out from what source he obtained his information. We have been advised by officers and members of the association that it will not average more than five per cent. Some concerns, in fact, will not be obliged to make any change at all, for they have all along maintained a standard of prices on their white goods that is as high as is specified by the new agreement Instead of establishing a radical change in the selling prices, the new arrangement provides only for the uniformity of quotations on a very reasonable basis.

The Pittsburgh news-gatherer should appreciate the moral contained in the following bit of homely philosophy: "Be sure you're right, then go ahead."

PERSONAL.

OCEAN steamers do not race—so they say; yet there was an exciting contest between La Provence and the Kaiser Wilhelm II., which were in sight of each other for many days on the west-bound journey. They came up the main channel of the bay so close together last Friday that the latter boat only won by a whistle-toot. The trip was enlivened by a game of chess played by S. Hamburger on the Kaiser and some unknown player on La Provence by means of wireless telegraphy Mr. Hamburger was getting the best of his adversary when the message came: "Going to dinner. Goodbye" Mr. Hamburger feels confident that he would have won the game had his opponent hung on a little longer.

Walter M. Mannes, who has recently signed with Geo. F. Bassett & Co., will travel through Ohio, Indiana and Michigan. starting shortly after the first of January.

H. S Lincoln, the old-time crockery man, has been in New York for the last few days

Addison Thompson, secretary of the National Glass Co , was in New York thelatter part of last week on one of his periodical visits.

W. F. Ellisson, with a full line of Iroquois china, will exhibit at the Hotel Henry, Pittsburgh, for a few

days beginning January 3. On February 1st and thereafter Mr. Ellisson will be at the Bartholdi, corner Twenty-third street andBroadway, this city.

⚜

On the Kaiser Wilhelm II., which arrrived on Friday, were S. Hamburger, H. Siegel, F. Lachmann, Walter Strobel and Walter Fensterer. They were a jolly company coming home for Christmas.

⚜

Edwin C. Stout has closed negotiations with the Mayer Pottery Co., Beaver Falls, Pa., for which concern he will travel after January 1. The territory assigned to Mr. Stout includes Pennsylvania and New York Stares and possibly a portion of Maryland.

⚜

Charles B. Scott, who has been the Rocky Mountain agent for the Fostoria Glass Co., has formed a partnership with J. H. Mayhew, La Junta, Colorado, and they are nicely located in room 418 Charles Building, Denver, Colorado, where they have fixed up in the latest style a fine sample-room. It is the intention of the new firm to visit the trande in Colorado, New Mexico and Wyoming.

⚜

A recent visitor in the East was H. C. Gleason, of the H. C. Gleason Co., Seattle, Wash., which represents the Pittsburgh Lamp, Brass and Glass Co., Tarentum Glass Co. and other concerns on the Pacific Coast

⚜

Innovations seem to be a habit with "Joe" O Gorman, who,in addition to other material responsibilities, discharges the duties of secretary of the Pottery, Glass and Brass Salesmen's Association. In their Monday mail members of the organization received a Christmas greeting from the secretary in the form of an artistically-designed card.

⚜

Another pleasant reminder of the Yuletide season reached us on Monday from W. S. Creveling, with the Taylor, Smith & Taylor Co. "A small card, but a big wish," was the way in which the thoughtful W. S. C. expressed himself. The same to you!

⚜

Wm. M. Warrin, the local manufacturers' agent, has recovered from the effects of a fall that he sustained a couple of weeks ago. He was confined to his home for about ten days.

⚜

Fred D. Farrell, with Blakeman & Henderson, went up to the Adirondacks early last week with the intention of spending Christmas with a friend who lives the year round in an isolated section of that country. Mrs. Farrell accompanied her spouse. The thermometer registered twenty-nine below zero the night after their arrival, and in order that they might be made as comfortable as possible two oil-stoves were placed in their sleeping apartment. During the night the stoves began to burn unsteadily, casting forth clouds of smoke and soot that would have suffocated the couple had Fred not conveniently awakened. Although badly affected by the sickening fumes, he managed to arouse his wife and reach the open air. They fully recovered in a couple of hours; but the romance of the trip was spoiled, so far as Fred was concerned, and he came home for his turkey and cranberry.

⚜

Louis Hinrichs, who has been abroad in the interests of L. Straus & Sons, returned home on the Konig Albert last week, looking exceedingly well.

⚜

Harry S. Manchester has been engaged as merchandise manager for the Wanamaker store in Philadelphia, Pa. He leaves Carson, Pirie, Scott & Co., o Chicago, to accept this important berth. Mr. Manchester's commercial career began in his native town, Kewanee, Ill., where his first position was that of errand boy in a grocery store.

⚜

Emil Herbeck, of the Herbeck-Demer Co., was in town a couple of days before Christmas. He said that the cut glass factory operated by his concern in Honesdale, Pa., has proven too small for its increasing business and that a larger one is being looked for.

⚜

Lazarus Kohns celebrated his 82d birthday last Saturday. No one would ever dream, from his appearance, that he had reached this advanced age.

⚜

Frank Boyland has resigned the management of the Edw. Malley Co.'s china department in New Haven, Conn., in order to accept the buyership for the new department store in Rochester, N. Y. The Malley Co. is in quest of a capable successor to Mr. Boyland.

⚜

Harry S. Clarke will leave on Jan. 2 for his regular Western trip in the interest of Robt. Slimmon & Co., and Thos. Downs on the same date will leave for New England and the East.

⚜

Edmund J. Hodgson has tendered his resignation as buyer and manager of the china department of Abraham & Straus in Brooklyn. No appointment has so far been made of a successor.

⚜

E. R. Jacobs, who has been traveling the Western territory for L. Straus & Sons, is now with A. A. Vantine & Co.

⚜

Henry Sprik was in New Yo k recently for the purpose of placing orders for the recently-incorporated Grand Rapids, Mich., Notion and Crockery Co. This company is practically a reorganization of the Manufacturers' Distributing Co., which has been re-

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organized into a stock company for the purpose of jobbing notions and crockery. The stockholders are D. E. Van Derveer, John Van Derveer, J. J. Berg and Mr. Sprik.

CHANGES IN STANDARD LIST.

BESIDES deciding upon a change in the discount on white goods, the domestic pottery manufacturers at their recent conference in Pittsburgh also agreed upon changes in the standard American list. The increased discount referred to is not at all radical, and is intended largely to steady the varying prices that have heretofore prevailed. The advance will scarcely exceed five per cent. The changes in the standard list, which were adopted to take effect immediately, follow:

	W. G. and S. P.	C. C.
Roll Edge Ewers and Basins, 9	$21.60	$16.20
Plain Ewers and Basins, 9	19.20	14.40
Plain " " " 12	16.00	12.00
Roll Edge Basin	10.80	8.10
Plain Ewers, 9 in.	10.80	8.10
" Basin, 9 in.	8.40	6 30
" Ewer, 12 in.	8.40	6.50
" Basin, 12 in.	7.60	5.70
" Jugs, 4s	10.80	8.10
" 6s	8.00	6.00
" 12s	5.40	4.05
" 24s	4.00	3.00
" 30s	3.00	2.25
" 36s	2.40	1.80
" 42s	2.00	1.50

SANDWICH GLASS CO. BANKRUPT.

A CREDITORS' petition in bankruptcy has been filed in the United States district court at Boston against the Sandwich Glass Co., of Sandwich, Mass. The petitioning creditors and their claims are: B. S Barnard & Co , New York, $2,750, for money loaned; Lincoln Bancroft, Sandwich, treasurer of the company, $250 for wages and for cash advanced; George T. McLaughlin, Sandwich, $300, for carting. The amount of the indebtedness of the company is not indicated by the petition, the three creditors mentioned being required to bring about the bankruptcy proceedings.

FREDERICK B. BIELING RESIGNS.

FOR many years chief examiner of china at the U. S. Appraisers' Stores, Frederick B. Bieling has resigned The position has been anything but a pleasant one for a long time. Two years ago Mr. Bieling resigned to accept an engagement with an importing firm. A queer condition at once arose, for it is said that the first duty assigned him was a Custom House case on which he as examiner had ruled adversely to the firm, and he was confronted with the task of fighting his own decision on an appeal. Inside of twenty-four hours he was back at his desk at the "Stores " The rumor is that differences of opinion between Appraiser Fowler and Assistant Appraiser Nathan caused the break this time. Both of the officials deny this, saying that Mr. Bieling is going with an importing firm. Inquiry at the Appraisers' Stores elicited the statement that Julius Ward, who examines Japanese goods, has taken his place.

IMPORTED WARES WILL COST MORE.

ON and after January 1, owing to the action of the Government, importers will not be able to make through freight rates from European ports to interior points in this country This will impose an additional cost on goods, which the jobbers and retailers will have to meet by advancing prices. Notices stating these conditions have already been sent out by the importers.

A TRAVELING MAN'S LETTER.

BELOW is published the copy of a letter from a well-known crockery salesman to his wife. The name of the city from which it was mailed and that of the writer are, for obvious reasons, withheld. The letter, which is absolutely genuine, serves to illustrate some of the disadvantages which occasionally beset the order-booker:

PUNKHURST, MICH., Dec. 25, 1906.

My Dear Wife: Should my mental poise hold out for the remainder of the day, I solemnly swear that never again shall I spend a Christmas Day away from my own fireside. On every side there are evidences of happiness, while I sit with the four walls of an uninviting room in a provincial hotel to alone remind me of you and the children. Many memories engage my attention. The freshest of them carries me back to the deluded dream of my youth, when the thought that some day I might become a traveling salesman and "see the country" presented to my mind the only real Paradise that one could look for on this side of the Great Divide. How insanely foolish we are as children ! I become more than ever convinced of this every time my gaze wanders about this room. Directly in front of me is a picture of George Washington. The spirit of the "Father of Our Country" must sympathize with me. He once spent a Christmas Day in Trenton, N. J., under rather inhospitable conditions. But history has been kind enough to give him liberal praise for the sacrifice. My reward will probably be a "roast" from the firm in to-morrow morning's mail. A portrait of grandpa—not he of the foxy disposition—is suspended at the back of my disconsolate head, while in another section of the room hangs a home made copy in pastel of Rosa Bonheur's famous painting of three horses heads. Were Rosa alive, she would gladly hand up her bank account in order to suppress this copy. A snoutless water pitcher, a portion of a soap dish, and wall paper of the kind that economically-inclined hotel proprietors invariably buy, comprise the balance of my surroundings. Is it any wonder that my temperament is as blue as indigo ? But this isn't all. Next door someone has given "Bedelia" her

berty through the medium of a music box And to think that this is not the open season for shooting in Michigan !

I went to dinner to-day. That's about all I did do. I went. Everything but the pepper was cold Turkey and cranberry sauce, which I failed to recognize, were the feature of the menu. The waitress in attendance at my table, who was apparently of a truthful nature, pledged her word that the plate confronting me contained the turkey and sauce I took her word for it. I found the sweet potato was *in rigor mortis*, so I paused and thought over the whole proposition. I couldn't make you and the children happy by being with you; I couldn't make myself happy by eating that meal; but I could make that dining-room girl happy by getting through quickly and giving her a long half-holiday. So, in the interest of such happiness as I had the power to create, I quit. Some of the people I saw to-day on the train looked happy and others looked as if they boarded. Assuring you that the genuinely poor are not the only people who have to-day noted a ring of mockery in the salutation "Merry Christmas!" I am, as ever,

Your loving husband, HARRY.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 25, 1906.

HAMBURG

21	packages	glassware	Fensterer & Ruhe
221	"	"	Geo Borgfeldt & Co
13	"	"	Kmy-Scheerer Co
14	"	"	Knauth, Nachod & Kuhne
114	"	"	W R Noe
1	"	"	F Bing & Co
47	"	"	Bawo & Dotter
71	"	"	Eimer & Amend
25	"	"	O Goetz
5	"	"	Julius Palme
5	"	"	N Wapler
2	"	"	B Illfelder & Co
103	"	"	F Euler & Co
381	"	"	Brown Bros
71	"	"	O O Friedlander
157	"	"	Fondeville & Van Iderstine
524	"	"	Miscellaneous Orders
82	"	earthenware	L Straus & Sons
21	"	"	C Ahrenfeldt & Son
74	"	"	Bawo & Dotter
102	"	"	Geo Borgfeldt & Co
93	"	"	Eimer & Amend
40	"	"	Fenesterer & Ruhe
6	"	"	Hamburger & Co
21	"	"	Julius Palme
11	"	"	J Wygand & Co
11	"	"	G F Bassett & Co
84	"	"	L D Bloch & Co
2	"	"	C L Dwenger
12	"	"	Koscherak Bros
5	"	"	E R Thieler
245	"	"	Miscellaneous Orders
5	"	toys	R H Macy & Co
98	"	"	B Illfelder
54	"	"	Samstag & Hilder Bros
265	"	"	Miscellaneous Orders

ANTWERP

228	packages	glassware	B Gunthel
19	"	"	Bawo & Dotter
45	"	"	G F Bassett & Co
85	"	"	W P Graham & Co
22	"	"	L Straus & Sons
42	"	"	J M Shaw & Co
158	"	"	Miscellaneous Orders
8	"	toys	Geo Borgfeldt & Co
15	"	"	Miscellaneous Orders

BREMEN

6	packages	glassware	L Straus & Sons
14	"	"	A Steinhardt & Bro
192	"	"	Miscellaneous Orders
38	"	earthenware	Karl Hutter
13	"	"	Knauth, Nachod & Kuhne
2	"	"	L Straus & Sons
10	"	"	F W Woolworth
48	"	"	Miscellaneous Orders
2	"	toys	Hamburger & Co
2	"	"	Knauth, Nachod & Kuhne
9	"	"	F A O Schwartz
58	"	"	Miscellaneous Orders

LIVERPOOL

25	packages	chinaware	F P Abbot
27	"	"	Chas Ahrenfeldt & Son
27	"	"	Geo Borgfeldt & Co
28	"	"	Endemann & Churchill
116	"	"	Haviland & Co
28	"	"	Wm Guerin & Co
1	"	glassware	J Davison
2	"	"	Meakin & Ridgway
2	"	"	L Straus & Sons
10	"	"	Miscellaneous Orders
6	"	earthenware	The Rowland & Marsellus Co
11	"	"	G F Bassett & Co
9	"	"	J Davison
2	"	"	F W Jenkins & Co
11	"	"	Meakin & Ridgway
14	"	"	Maddock & Miller
6	"	"	Miscellaneous Orders

SOUTHAMPTON

17	packages	chinaware	Wm Guerin & Co
14	"	"	Bawo & Dotter
22	"	"	Blakeman & Henderson
2	"	"	Geo Borgfeldt & Co
8	"	"	C L Dwenger
4	"	"	F W Jenkins & Co
21	"	"	A G Moment
88	"	"	Paroutaud & Watson
34	"	"	L Straus & Sons
11	"	"	J H Venon
41	"	"	Vogt & Doss

LIMOGES

163	packages	chinaware	W L Brigg

ROTTERDAM

2	packages	earthenware	Bawo & Dotter
33	"	"	Geo Borgfeldt & Co
7	"	"	L Straus & Sons
103	"	"	Miscellaneous Orders
13	"	glassware	L Straus & Sons
66	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

37	packages	earthenware	Jones, McDuffee & Stratton Co
3	"	"	R H Stearns Co
7	"	"	W N Proctor & Co
40	"	"	A W Chesterton
2	"	"	Richard Briggs Co
33	"	"	Miscellaneous Orders

HAMBURG

26	packages	earthenware	Jones, McDuffee & Stratton Co
111	"	"	C J Pierce & Co
2	"	"	W N Proctor & Co
53	"	"	R F Downing & Co
3	"	"	Stone & Downer
2	"	"	L E Knott Apparatus Co
41	"	"	B D Webber
2	"	"	Bawo & Dotter
45	"	"	Geo Borgfeldt & Co
33	"	"	First National Bank
33	"	"	L Wolf & Co
39	"	"	Boston and Maine Railroad
1	"	"	Houghton & Dutton
44	"	"	Miscellaneous Orders



Pittsburgh and Vicinity.

While the volume of business in all the glass factories throughout this district was larger in 1906 than in 1905, everyone believes that the records of 1906 will be scattered to the winds in 1907. December and November are declared to have been the best months in the year, and the factories have not yet caught up with their orders. When this condition is given serious consideration there is food for thought in the possibilities of the future. New designs and novelties galore are to be brought out, and many factories are reaching into new territory for business.

The annual glass and crockery exposition which will open here next week is creating considerable comment throughout the district. The old hotels which have been the Mecca for exhibitors and buyers in the past are holding their own this year; and although some of the newer houses have tried to get displays, the business continues to be divided in the main between the Monongahela House and the Hotel Henry. Both of these houses are controlled by one management. Following is a list of the exhibitors. More may be looked for later—definite reservations of rooms in some cases not having yet been completed:

MONONGAHELA HOUSE.

		Room
Westmoreland Specialty Co		152,159,162
New Martinsville Glass Co	D Fisher	139,140
Gill & Co, Inc	Ira F Fickes	99,100
Jefferson Glass Co	A J Frohme	2
H Northwood & Co	Harry Northwood	6
A H Heisey & Co	C G Cassell	7,8
Tarentum Glass Co	S Q Hamilton	26,27
Duncan & Miller Glass Co	W B Lindsay	23
Fostoria Glass Co	F B Lawrence	40,46,47
Cambridge Glass Co	Arthur J Bennett	41,42
Eagle Glass and Mfg Co	S O Paull	52,53,54
Riverside Glass Co		43,44
Indiana Glass Co		16,17,18
Steubenville Pottery Co		10,11
Krantz-Smith Co		
Ohio Flint Glass Co	B W Jacobs	12,62
Dugan Glass Co	W J Minnemeyer	109,110
Roseville Pottery Co	F H Pletcher	1
McKee-Jeannette Glass Co		A and B
D C Jenkins Glass Co		167

HOTEL HENRY.

Rochester Cut Glass Co	J H Johannot	
Gillinder & Sons		218,219
Phoenix Glass Co	H B Whitney	268,269,270
Irving Cut Glass Co	Fred J Classen	109
Potters' Co-Operative Co	George Buxton	159
Iroquois China Co	W F Ellisson	180
Knowles, Taylor & Knowles Co	C E Taylor	130
McCoy Pottery Co	A O Williams	
Herbeck-Demer Co	Emil Herbeck	

FT. PITT HOTEL.

Rice Brothers, New York	Kenneth Bryce	104,128

HOTEL ANDERSON

S A Weller	S T Pletcher	296

LOCAL SHOWROOMS AND AGENCIES.

Silicon Glass Co, eighth floor Wabash station building.

Tanner & Kearns, 311 Bissell Block.

Bryce, Higbee & Co, room 400, Lewis block, Smithfield and Sixth avenue.

Pittsburgh Lamp, Brass and Glass Co, 6 Locust street, Allegheny, Pa.

National Glass Co, ninth floor Bessemer building, Sixth street.

United States Glass Co, Ninth and Bingham streets, Southside.

Oriental Glass Co, Eighth and Sarah streets, Southside.

Buyers from all parts of the United States are scheduled to arrive here early, and the country from coast to coast and gulf to lakes will be represented this year.

All the factories throughout the district are behind in shipments. They are being run to their capacity, and in many instances night and day. Shipments are very heavy, and although the car shortage has been somewhat eliminated, it appears almost impossible to get caught up.

The new price lists which go into effect on many lines of goods the first of the year will not have any effect on orders, so several manufacturers maintain. The question in the minds of some is whether or not the lists will be maintained throughout the year.

There is no denying the fact that the factories during the fall have been rushed with business under the old price lists, and all the business that it has been possible to secure has been put on the books at the old quotations. Some manufacturers did what they could to get a good price for their wares, but when they were up against a firm which would sell just a little lower something had to be done to retain the trade.

Addison C. Thompson, of the National Glass Co., has been spending several days in New York during the past week on business.

New business is a little slow coming in on account of the buyers wanting to await the result of the holiday trade. While a few duplicate orders have been shipped, trade is expected to be a little dull until after the first of the year.

Monaca, Pa. "Working to our capacity," is the announcement at the offices of the Phoenix Glass Co. Secretary E. B Ebberts says that the past year has been one of the most prosperous in the history of the company, and that more business for 1907 is looked for than was handled during the season just closing. The gas and electric goods put out by this firm are said to have been remarkable trade winners

Rochester, Pa. The Rochester Cut Glass Co. are closing a remarkably successful year. They have been favored with a large trade, and the factory has been kept in constant operation. Plans for a large exhibit at the Pittsburgh show starting next week have been completed.

Cambridge, O. The Cambridge Glass Co. is sending out to its friends, as a sort of holiday reminder, illustrations of its extensive plant in this city. The representation is accurate in every detail, and serves to convey an idea of the immensity of the factory.

THIS COUNTRY LEADS, AS USUAL.

COMMENTING upon the large crockery and glass dealers in the big cities of the world, it is remarkable that there are none in Europe that compare in capacity with those in America. Even in London, the greatest mart, Staffordshire, Worcester and Glasgow are represented by agents who supply the wholesale trade, the distance from the potteries being short runs; while the retail trade is supplied by the big department stores and high grade shops of Audley, Bond and Oxford streets. In Paris it is much the same; also in Berlin and Vienna.

In New York the wholesale trade is divided in agencies representing the French porcelain factories, the English potteries, and also the German potteries and glass factories; while the retail trade is supplied, as in London, by the big department stores and the high grade retail stores in the uptown district.

The stock pattern feature of the trade is growing, and in Cleveland, Chicago and Boston under one roof English, French and German lines are assembled and supplied both for wholesale and retail. This of course requires increased space and capital.

When building their new store in Boston the Jones, McDuffee & Stratton Co. organized it to combine the importing, wholesaling and retailing of all kinds of pottery and glass, foreign and domestic, and have demonstrated the usefulness of such a combination.

WORTHY OF IMITATION.

THE latest issue of *Store Topics*, published by Jordan Marsh & Co., Boston, strengthens the opinion expressed some time ago on the advantages which must accrue to the employees from such a sheet. Other department stores would profit if they did likewise, and we would suggest to W. A. Hawkins that he send them copies, if he has not already done so.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Dec 8, '06	Corresponding period 1905	Exports Jan. 1 to Dec. 8 '06	Corresponding period 1905
Boston	64	43	6765	5109
New York	145	138	6677	6788
Baltimore	228	134	18899	10958
Philadelphia	2	21	1045	872
New Orleans	80	..	4532	8252
Newport News	3	....	1167	1044
San Francisco	....	...	1483	1162
Portland (Me.)	188	....	1817	470
Galveston	11		1888	826
Portland (Or.)	55	31	1023	500
Inland Points	60	355	9941	12355
Total	781	722	49737	43367

From the Freight and Shipping Circular of John Edwards & Co Liverpool

TO	Shipments week end'g Dec. 8, '06	Corresponding period 1905	Exports Jan. 1 to Dec 8, '06	Corresponding period 1905
New York	145	138	6621	6851
Boston	54	6	6688	4901
Philadelphia	2	21	1003	869
Baltimore	228	134	14088	11191
San Francisco	....	....	1453	1 83
New Orleans	80	....	4551	8254
Portland (Me.)	53	...	1063	325
Galveston	11	....	1308	812
Newport News	3	....	1082	1113
Portland (Or.)	55	31	1074	531
Inland Points	60	346	10612	12045
Total	641	696	49538	43075



ONE or two houses in the wholesale district did not open at all on Monday, and most of them closed either at noon or earlier than usual in the afternoon. The mails on that day, however, contained considerably more business than had been expected. The holiday spirit lingered in the district on Wednesday and Thursday, and no stimulation need be look for uniil after New Year's Day.

In the "Elite" china assortment at Bawo & Dotter's some pleasing service plates are contained. The border decorations applied to these plates are particularly attractive. B. & D also show many items in Old Bretagne hammered brass that are worthy of attention. These include plaques, wood boxes, coal vases and other pieces

New quarters have been engaged by the Continental Art Glass and Brass Co., at 22-24-26 Howard street. Fire some w eks ago caused the concern to vacate its former factory and showroom on Wooster street.

Two additional English factories have recently closed negotiations with James Douglass, who will hereafter represent their interests in this country. The firms in question are A. G. Harley Joncs, of Fenton, and Henry G. Richardson & Sons, proprietors of the Wordsley Glass Works at Stourbridge. The first-named factory is devoted to the production of Royal Vienna Art and Samian pottery. This line includes such items as vases, urns, jardinieres, clock sets and novelties While thoroughly distinctive in shapes, these pieces possess even greater individuality because of the refreshing originality of the decorative treatments which clothe them The "Elysian," "Amoresque," "Chelsea" and "Strasburg" are among the more notable of the decorations. The samples from Richardson & Sons, the second of the two new lines taken up by Mr. Douglass, embrace richly cut table glass, rock crystal and intaglio. It is from this factory that comes the Old English cut glass of the Early Victorian periods from original models. But the Jones and Richardson offerings represent after all, only a small proportion of the display which Mr. Douglass makes at 24 Park Place. Liberal space is allotted to the exquisite china creations of John Aynsley & Sons; the dinner, tea and toilet specimens from Clementson Bros.; the daringly novel reproductions of jewels, bronzes, bamboo, animals, fruits, etc., from the Bretby Art Pottery; the plain and deoorated jet, rock and Samian teapots from John Sadler, and the jardinieres, jugs and novelties from Lancaster & Sons In order to make suitable provision for the host of new samples from these seven factories Mr Douglass has enlarged his quarters by the acquisition of two adjoining rooms The display may be seen in its entirety on and after next Monday.

Alterations of an extensive nature have just been completed in the showroom of F. W. Jenkins & Co., at 25 West Broadway. The railing-enclosed space reserved for office purposes has been removed from the Barclay street side of the apartment to a location directly to the right of the entrance. Running almost the entire length of the room is a partition about six feet high which is intended to divide the two lines represented by this company. One section will be occupied solely by specimens of Avenir china, and the other is to contain samples of Royal Crown Derby. The improvements not only represent a convenience to F. W. Jenkins & Co , but also substantially enhance the appearance of the establishment.

Edw. M. Uniack is at last ensconced in the new showrooms of the Onondaga Pottery Co. at 237 Broadway, corner of Park Place. The care and good taste employed in the preparation of the two rooms have favored the Syracuse China with rarely beautiful surroundings. White frescoing covers the ceilings and side walls down to a point about eighteen inches deep, where a Grecian scroll border separates it from a rich red wallpaper. Five rows of white enamel plate racks extend around the two rooms. The furniture is of mahogany and includes not only the usual dis-

play tables, but likewise finely equipped office accessories and a large, round table in the centre of one room that is intended to contain a service set. Five hundred distinct plates, each of which is adorned by different decorative treatment, are shown. In addition over forty dinner sets possessing fresh decorations are on exhibition Liberal electric illumination, rich lace curtains on the several side windows and the use of attractive green rugs on the stained floor invest the quarters with a refinement rarely found in a sample-room. Entrance to the rooms, which are located on the third floor, may be obtained either by stairway from Broadway or by elevator from the Park Place side.

W. H. Dunn & Co. will on January 1 assume the representation in this vicinity of three additional lines —Tygart Valley Glass Co., Grafton, W. Va., pressed tableware; Fenton Art Glass Co , Williamstown, W. Va., decorated glassware; and A. E. Hull Pottery Co., Crooksville, O., stoneware.

Robt. Slimmon & Co. are calling special attention to their "Marseilles" pattern, and particularly to the three different styles of enameled designs. The "Silver" shape has been a great hit, and with these new dainty designs of garlands it sells on sight- Visiting buyers should not neglect the opportunity of calling upon Messrs. Slimmon & Co.

Kennard L. Wedgwood. a lineal descendanf ot Josiah Wedgwood, has come to New York to represent the noted firm founded by that illustrious man. Mr. Wedgwood has taken Room 23 at No. 25 West Broadway, where in addition to the Wedgwood lines he will show china from Salt & Nixon, Longton; teapots from Arthur Wood, Longport; and silver from Henry Barnard & Sons, London. He will be the representative in the United States and Canada of these lines. This does not conflict with the arrangements already made with the Rowland & Marsellus Co., who have been given control of certain earthenware lines from Wedgwood. G. H. Service, a nephew of John A. Service, has also come over from Englaud and will be with Mr. Wedgwood. A full line of samples is now on display, and the mere announcement should be enough to attract the attention of the trade handling these goods.

THE REWARD OF ENTERPRISE.

THE Iroquois China Co. are reaping the results of the publicity which they are giving their wares. Their magazine advertising and the announcement on the cover of our Holiday Number have attracted the attention of the public and the trade in general. The quality of their ware and the taste in design meet the wants of buyers; consequently, the factory, even at this time of the year, is having about all it can do The management are showing an enterprise that is commendable in every way, and success is bound to attend their efforts.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of October, 1906, compared with the same month in the preceding year, are as follows:

	1905	1906
Great Britain	$242,382	$357,603
Austria	117,506	123,977
France	225,470	244,662
Germany	601,592	682,124
Other Europe	87,155	87,219
Japan	155,526	193,665
Other Countries	9,680	9,412
Total	$1 389,311	$1 628,662

FOR TEN MONTHS ENDING OCTOBER

	1904	1905	1906
Great Britain	$2 566,054	$2,265,392	$2,588,203
Austria	735,620	792,004	882,524
France	1 538,461	1,513 341	1,670,969
Germany	4,054,201	4,330,805	4,346,291
Other Europe	310,363	296,722	310,794
Japan	659,276	973,960	1,578 687
Other Countries	71,185	91,416	107,722
Total	$9,930,160	$10,253,640	$11,434,990

TOYS

	1905	1906
France	$ 15,527	$ 18,175
Germany	713,341	849,784
Other Europe	26,279	38,567
Other Countries	13,953	12,930
Total	$769,199	$919,416

FOR TEN MONTHS ENDING OCTOBER.

	1904	1905	1906
France	$ 160,241	$ 125,057	$ 151,955
Germany	3,967,904	4,339,729	4,993,904
Other Europe	135,515	152,290	210,635
OtherCountries	96,519	102,484	169,788
Total	$4,360,179	$4,719,560	$5,526,282

GLASSWARE.

OCTOBER.		FOR TEN MONTHS ENDING OCTOBER.		
1905	1906	1904	1905	1906
$364,968	$371,792	$2,447,460	$2,616,037	$2,733,602



East Liverpool and Vicinity.

Back orders are occupying many of the manufacturers at present. However, these are being shipped as rapidly as possible, and by January 15 most of the old business will be wiped from the books. It is this which caused most of the plants to work through the holiday season.

* *

George Davis, Western salesman for the Potters' Co-operative Co., spent the holidays at his home in Cedar Rapids, Iowa. He will return here within a few days and will start on a trip about January 10 with a complete line. George Buxton will look after this firm's business throughout the East next year.

* *

John Turner, of the Roseville Pottery, Zanesville, was here during the past week looking for operatives. This firm is having an exceptionally good run on its Rozane ware.

* *

Herbert Goodwin, of the Chaseland Pottery Co, Columbus, O., spent a few days here the past week. It is not yet settled whether or not this plant, which was recently destroyed by fire, will resume operations

* *

The manufacturers of this district are making great preparations for the buyers when they make their annual visits soon after the first of the year. A few have already been here leaving orders, and some have succeeded in getting in under the wire before the new prices become operative.

* *

It was at first thought that the East Liverpool district would make an exhibit as a whole at the Jamestown Exposition, but this idea has been given up. Perhaps six of the largest manufacturers will have individual exhibits. Plans for these are already being considered. The Knowles, Taylor & Knowles Co. will be one of the exhibitors.

* *

Arrangements to rebuild the National China Co.'s plant, which was partially destroyed by fire recently. have been made. Samuel B. Larkins, general secretary of the company, has announced that the firm will not lose any time in the delivery of orders, for arrangements have been made to take care of the trade through the friendly spirit of other manufacturers here.

* *

The Holiday Number of the JOURNAL was most favorably commented upon, the character of its many articles being highly praised.

* *

Geo Burford and his wife leave in a few days for Long Beach, Cal., where they will reside permanently in future.

* *

J. E. Warner has purchased an interest in the American China Co. at Toronto, O., and with Thomas Price, one of the present stockholders and general superintendent of the plant, has taken an option on the controling stock of the company, which was originally capitalized under Ohio laws for $150,000. Mr. Warner was the founder of the National China Co., of East Liverpool, and although he has withdrawn from the active management of that plant, he still retains an interest there. The National will be under the business direction of Samuel B Larkins, a member of the firm who has during the past year looked after the operating of the plant. The American China Co. will place a strong line of novelties and several new dinner and toilet shapes before the trade.

Wheeling, W. Va.

The conversion of the eight-kiln pottery at Mannington, W Va, into a sanitary plant will take another white ware pottery out of the trade and cause the business that formerly went to this factory to be distributed throughout the Eastern Ohio district. The plant was operated under the name of the Homewood Pottery Co., and had an authorized capital stock of $250,000. This is to be increased to $1,000,000. Four bisque and four glost kilns will be added.

* *

The plant of the Warwick China Co., which has

been idle for two weeks, will resume operations a day or so after New Year's. The company is having an exceptional run on its decorated lines

* *

At the Wheeling Potteries Co. a big holiday business was done. Back orders are now being worked out, and in a few weeks all will be cleared up. The outlook at this pottery was never brighter

Akron, O. The Akron China Co. is closing one of the most successful years in its history. The firm is a pioneer in the specialty line, and has succeeded in building up a most remarkable business. Some new designs for next year are in the hands of the modelers.

Trenton. Metal lamps will form a part of the General Mfg. and Supply Co.'s product for 1907. While representing an entirely new departure for the concern, the samples seen by the writer bear very favorable comparison with competitive lines. This more pronounced leaning towards metal goods by the firm is also observed in the gas and electric portable department, where something like thirty-five new shapes have been prepared for the spring trade Decorated lamps will continue to be a feature of the company's creations, but they will not be turned out in the same quantity as heretofore. Metal electrical supplies is another class of goods that is receiving more attention than heretofore at the hands of the concern.

* *

Edw. W. Bryan, who corrals business in the Middle West for the Buffalo Pottery Co , is spending the Christmas holidays with relatives in this city.

* *

Messrs. Maw and Johnson, who are interested in the manufacture of tile in England, were recently entertained at the plant of the Trent Tile Co. Mr. Maw is a member of the firm of Maw & Co., and Mr Johnson is of Johnson Bros. The English visitors expressed pleasure with not only the character of the Trent's product, but likewise the cleanly, roomy conditions under which the operatives worked.

* *

A committee which includes Edw C. Stover is inspecting sites with the idea of purchasing a permanent home for the Trenton School of Industrial Art. The present quarters are entirely inadequate.

* *

Governor Stokes has received the annual report of the State college at New Brunswick. In the report of the department of clay working and ceramics, made by Cullen W. Parmelee, it is shown that there is a growing demand for graduates in the courses of ceramics. During the past year there have been requests for men, which, however, were not met, solely because the graduates were already engaged. Mr. Parmelee says: "Such requests from manufacturers may be interpreted as the surest evidence of the value of scientific training in ceramics. Although a new profession in this country, a development of the past ten years, yet everywhere we find progressive managers of clay-work ingindustries taking into their employ young men especially trained to attack the problems of this industry."

Salineville, O. Sheriff Robert Wells is expected to ask Judge Warren W. Hole of Common Pleas Court for an order authorizing him to operate the plant of the Dresden China Co. here, upon which he recently levied an execution. It is contended that the plant can be operated at a profit by the infusion of a little capital.

Huntington, W. Va. Harry Wylie, formerly of the American China Co., Toronto, O., who has taken the active management of the Huntington Pottery Co , is making quite a success Samples are now being prepared of the new dinner shapes which are to be placed on the market after the first of the year A few improvements are also under course of completion during the brief holiday shutdown.

Sebring, O. An addition 50x50 feet is being built to the Sebring Pottery, which will contain one glost and two decorating kilns. The French China Co. and the Limoges China Co. will each increase their decorating kiln capacity one-third. The Oliver China company will also build several new kilns. All these improvements will be completed within the next few months.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.
SUCCESSORS TO
Frank Wadsworth Jenkins
25 West Broadway, New York

TRADE MARK.

ROYAL CROWN DERBY
GENUINE ONLY WITH
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TRADE MARK.

F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N Y

MADE COUNTERFEIT MONEY OF GLASS.

MORE than seventy young men and women of good families, students from the Latin quarter in Paris, France, are lying in the La Sante prison awaiting trial on a charge of uttering counterfeit coins that are made of glass. They have as companions six of the most notorious professional coiners of the Continent. The latter, according to the story told by one ot the imprisoned students, furnished the counterfeit coins and suggested the safest means of passing them. The students were enticed into the traffic because of their lack of funds.

The coins were made of crystal melted in a furnace at a temperature of 900 degrees. A little lead was added for weight, and they were gilded by electricity. They ring perfectly true. The chief danger in passing them was that a suspicious tradesman should ring them on an exceptionally hard counter, when they occasionally broke. Four factories of the coiners have been discovered—three in Paris and one in Alfort.

OBITUARY.

AARON TUNSTALL, of the Greenwood Pottery Co , died last Thursday, the 20th, at his home in Trenton, N. J. He was aged sixty-three years. Bright's disease, from which he had suffered for some time, was the cause of death. Mr. Tunstall came from England thirty-five years ago and was soon afterward engaged as manager of the Greenwood plant. He bought stock in the concern at the same time. Two days before Mr. Tuntstall's death his only child, a daughter, was married at his bedside at the sick man's request.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK,
NEW YORK CITY, December 24, 1906.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 9, 1907, at 12:30 o'clock, p.m.

By order of the Trustees,
L. S. OWEN, Secretary.

HELP WANTED.

CUT GLASS SALESMAN—New York City and Middle West. Man who is acquainted with the jobbing and department store trade, and able to increase present business. Address Box 438, this office.

WANTED—By an import house, several young men familiar with the china business; also some for dolls and toys Address IMPORT, this office.

HELP WANTED.

THE Edward Malley Co., of New Haven, Conn., desire to engage a buyer for their china and housefurnishing department. State age, details of experience and salary wanted.

SITUATIONS WANTED.

WANTED—By a man of long experience and extensive acquaintance, position as either local or traveling salesman for a pottery making first-class goods Address SALESMAN, this office.

GENTLEMAN thoroughly conversant with the crockery trade would like appointment as buyer for American house in the Staffordshire potteries. Apply T. G. WOOD, Wolstanton, Stoke-on-Trent, England.

ENGLISHMAN with large wholesale experience in the pottery trade seeks a position as salesman or otherwise. Can furnish first-class New York reference. Address Box 440, this office.

A THOROUGHLY-POSTED china and housefurnishing buyer with twenty years' experience desires to make a change January 1st, 1907. Best reference furnished Address Box 441, this office.

WANTED—A man experienced and thoroughly posted in crockery, china, lamps and glass wants a position for 1907 as manager and buyer in department store or assistant in large concern. Address Box 439, this office.

POSITION WANTED—A first-class department store desiring the services of a manager for their china, glass and housefurnishing department can secure a first-class man who is up-to-date in every respect. Can furnish the best of references. Address P. G. ANDERSON, Room 607, Burlington Building, St Louis, Mo.

BUYER, now connected with State street department store, Chicago, desires to make a change and wants proposition as china and lamp manager of Eastern or Western store where experience and modern system will be appreciated. State concisely what is wanted and salary you will pay good man. Address Box 442, this office

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QUALITY TESTED



Those who have tested the quality of Fry Glass buy it again.

Highest Honors at Lewis & Clark Exposition.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.



United States Glass Co.

PITTSBURG, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 Different Articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, Etc.

The illustration is of our 13630 Claret, deep etched, 16, and is made in plain or optic effects. This pattern contains twenty-five different articles and is also made with a number of other artistic and handsome decorations, illustrations of which will be furnished on request. Made from our rich lead glasa.

Separate catalogues of the different branches of our business furnished on request.

—— BRANCH SHOWROOMS: ——

New York, 29 Murray St.
Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block.
Philadelphia, 9th & Market Sts.
Baltimore, 110 Hopkins Place.
San Francisco, 271 Stevenson St
St. Louis, 617 Granite Building, 4th and Market Sts.

H. M. Brackenridge, Pres't. **L. R. Hartley, Sec'y.** **J. D. Wilson, Treas**

TARENTUM GLASS CO.,

TARENTUM PA.

Manufacturers of **PRESSED GLASSWARE.**

New York Office, 24 Park Place. D. R. Marshall.

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